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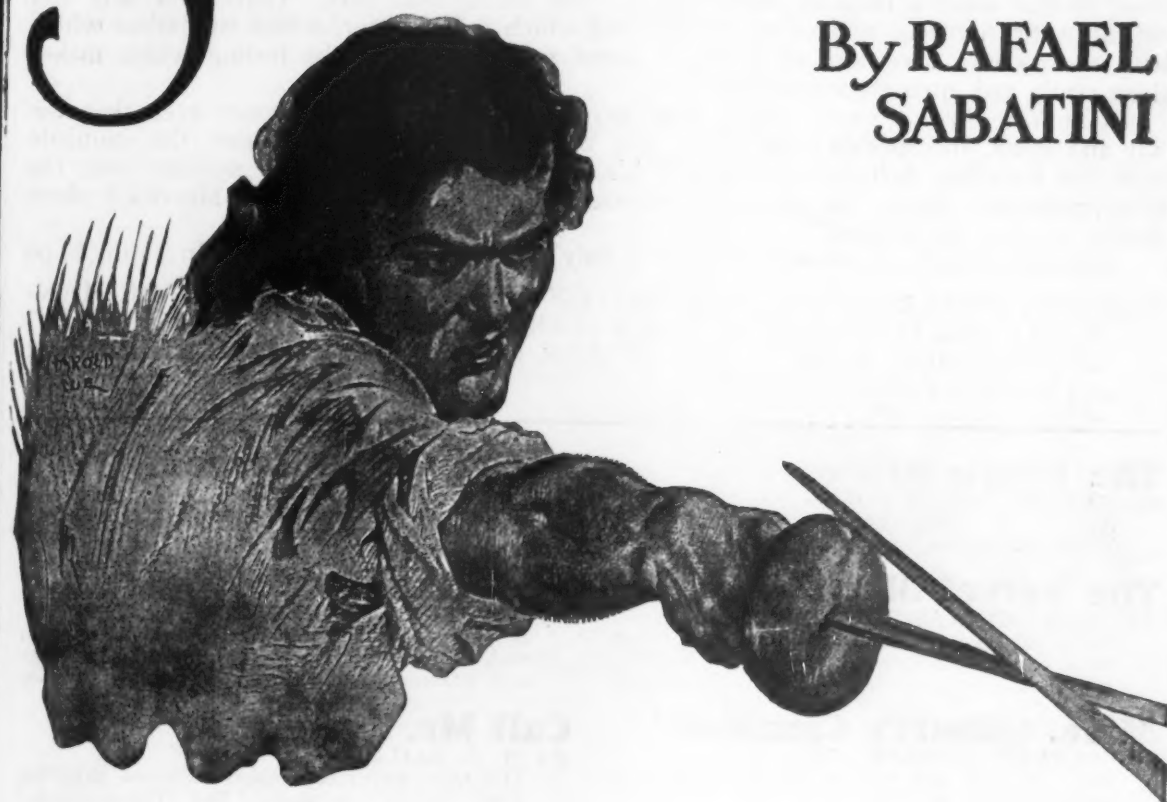
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April 16, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Fair Play on Both Sides

DURING the war period, conditions were such that recurring increases of wages were necessary to keep pace with the increased costs of living. The drafting of active men for war service reduced the number of workers in every industry, giving those who remained at work a "scarcity-value" for their labor, and the demand for product in all industries, not least paper and printing, rose despite the general expansion of prices. Under these conditions, labor had the upper hand and oftentimes made it a whip hand.

It was difficult at any given time to adjust wages in accurate relation with the changing costs of living, but in the printing and correlated industries wages for skilled labor reached such a level that the employee was often netting more than the employer. Publishers were unable from the margin between increased cost of manufacture and book prices, which margin lessened proportionately if not actually, to increase the salaries of office forces, which is the chief element of cost in publishing outside of actual manufacture, in proportion to their relative value compared with other wage earners.

In addition to increase of wages, advantage was taken by labor leaders, who did not look far into the future, to insist, under guise of dealing with "working conditions," upon drastic shop regulations and limitations of production, which would be suicidal for any industry in the long run. In one correlated industry labor organization approximated closely to soviet rule, as the union, not only dictated prices that employers should charge, but specified the minimum charge.

The situation has changed with a rapidity as unprecedented as it was unexpected. Non-employment has assumed almost alarming proportions, and labor has no longer scarcity value. The price of commodities

has tumbled toward ante-war levels, as index figures and all other indications show, but this is no solution to those who earn no wages and have no money to spend. Throughout all industries, from the railroads down, demand has lessened and gross earnings have decreased, wages fixed on the war scale make costs so high that profit has been wiped out and expenses cannot be earned.

The condition of the printing and related trades reflects these general conditions. Restrictions which have been made operative in the large cities, particularly in New York and to somewhat less extent in Chicago, have the effect not only of lessening demand, but of driving work from these cities to smaller centers of industry, a tendency which in the long run would be disastrous indeed for city workers. To take a specific instance, it is impracticable for one publishing house which does an enormous amount of cloth binding to continue having this binding done in New York, unless the wage cost here is substantially reduced, and if a change is made from New York, it will be extremely difficult to get the business back.

The publishing trade was slowest of all in increasing retail prices, nor can prices as yet be substantially reduced. In fact, the business of bookselling is normally rather late in responding to changed conditions, which, however, it must sooner or later meet. Meantime, altho the stimulus of the "Year Around Bookselling" campaign and other methods of promoting business is having good effect, publishers have reason to fear that demand will be lessened, so that it will be no longer possible to distribute costs over exceptionally large editions.

There is a not unnatural tendency among employers to make the most of changed conditions and insist that the pendulum shall swing to the other extreme. There is a not unnatural reluctance on the part of labor, especially of labor leaders endeavoring to hold their popularity, to accept either lower wages or less unreasonable restrictions as to hours and work limitations. The result is a serious danger of an impasse in more than one industry, of acts by employers which are virtually lock-outs and strikes by employees which are sure, as always in a falling market, to end disastrously.

It is here that the new spirit which has grown among employers, if not among employees, should show itself to good purpose.

The extreme course taken by union leaders has made the open shop more possible and necessary, but the open shop should not be made the means of destroying the unions. Collective bargaining should not go down in the crash and the unions furnish the chief, but not the only, means for collective bargaining. That union leaders should insist, as in certain industries, that non-union employees should not be represented in collective bargaining is suicidal to their own interests. On the other hand, to put union men at disadvantage under the open shop system is equally unfair and in the long run disastrous.

There must be fair play on both sides and an equal willingness to recognize actual conditions and make friendly terms which will promote production and not throttle demand. It should be recognized by employers that labor has won an advantage which should be permanent, that the wage earner is entitled to an increasing share of his product, tho not so much that there is nothing left for management or capital and that reasonable hours and working conditions are required by the public conscience. This means an advance in practical civilization.

On the other hand, a decrease in wages in some proportion to the reduction in the cost of living should be accepted without question, hours should not be unduly reduced and limitations should be removed which decrease product and prevent the most economical use of labor. Operating costs of the railroads, for instance, have been so heavily loaded by shop restrictions as to require men of three separate trades to open up a boiler when a locomotive comes into the shop for repairs. In the printing trade the multiplicity of unions, as of press feeders, paper straighteners and others, founded on meticulous details, has resulted in suppressing that most useful worker, the handy man who can turn his hand to this or that work needed at the moment, instead of standing about idle, while a man of another union is doing the particular work. The present state of things cannot continue if there is to be the increased production necessary to keep pace with the times and to give the wage earner his fair share of the total product.

It should be added that there is one policy on the side of labor which cannot but provoke serious antagonism on the employers' side. This is the stolid "stand-pat" or derisive

"ha ha" method on the part of labor leaders of meeting an employer's approach to wage and hour discussion. There must be mutual concessions made in the mutual interest. Agreements should be kept in good faith on both sides, but there are agreements which, it may be conceded, should be modified.

For instance, the 44-hour week has been recognized by agreement in New York as from the approaching first of May. This agreement should be kept by the employers, unless concession is made. But it will be unfortunate for employees not to make concession as to the 44-hour week, as this has not been carried thru on a national basis and its enforcement in New York and Chicago, unless there are corresponding wage reductions, will have the result of losing to the cities, perhaps permanently, the work which has made them prosperous and of seriously increasing non-employment and ill conditions in the great centers. There is, in fact, danger that strikes, on a falling market, as in the paper trade, may simply play into the hands of speculators who will take advantage of non-production to hoard stocks and raise prices, and thus again check the industry to the continuing disadvantage of both employers and employed.

Only wisdom, patience, forbearance, on both sides, can avert serious industrial harm thruout the entire community. Let us hope that employers as a class may set an example which the body of workers in their turn will not be slow to appreciate and follow.

Serious Manufacturing Condition

THE binderies in New York are completely closed; the printing strike in Boston is unsettled; arbitration is proceeding slowly in New York, but with the disagreement on hours hanging menacingly in the background; the manufacturers of paper have demanded a reduction from the unions, and a strike is threatened. There has been no such serious situation in book production since the fall of 1919, and it may be that many troubled weeks are ahead. The user of paper has to consider whether the strike is really to produce a shortage, and the retailer of books has to consider whether the binding and printing situation will create a shortage there. The book-trade has been obliged to steer thru troubled waters in the past two years and must now face complications that exceed those of any former time.

The Bindery Situation

ON Tuesday morning the Employing Book Binders of New York posted announcements in their shops, stating that thereafter they would not deal directly with the Unions with whom they had formerly had dealings, the men and women of the book binding industry, Unions No. 1, 11, 22, and 119.

The immediate cause of this declaration has been the calling of a strike in the Knickerbocker Bindery by the labor organization. In the Knickerbocker Bindery there had been employed a number of women from Bindery Women's Union No. 43. Members of this Union are not usually at work in book binderies, but in printing shops, and the Labor Committee of the Employing Binders has never entered into the discussion of their wages or agreements, and had a very specific agreement with the other Binders' Union that they should not be called upon to enter into such discussion. This has come about because this Women's Union is more primarily connected with the printing industry, and the employing book binders have not wished to complicate their matters by settling adjustments outside of their own sphere.

The particular group in the Knickerbocker Bindery were working at less than their Union scale, and their Union leader was unable to hold them to the Union methods. In order to get these women into line, they asked the other Binders' Union to call a strike in the Knickerbocker, and, altho such procedure would break their agreement with the Employing Binders, they proceeded to do this. Just before this event, the Employing Binders, finding themselves working largely on half time and realizing that the scales that had been adopted in New York made it difficult if not impossible for them to compete with other cities, had presented a written argument to the employees that they would at this time consent to a reduction in wages in order that it might be possible to keep the shops somewhat employed. This argument was presented thru the usual channels, but met with prompt rebuffal by the Union leaders. In asking this reduction in order to meet outside competition, the employers were also very conscious of other handicaps that they labored under in getting economical production. Their agreement with Union No. 22 restricted the output of a stamping machine per day to 5000, while they claim that the machines in their perfected shape without this labor restriction could easily produce 8000 or 10,000. They also claim that in their relations to Union No. 1, altho there is no direct restriction, they are again failing to get reasonably full results from the labor employed. This has resulted in outside binderies steadily increasing their capacity and taking work that should belong in New York.

Feeling that the usual methods of approach have brought no results and that book binding

as a New York industry was at stake, the Employing Binders called a meeting on Monday, April 11th, at which time they agreed unanimously to post an announcement, stating that it was impossible for them to recognize the action of the Unions in the case of the Knickerbocker Bindery and that they would hereby cease on April 12th to deal with the Unions. This organization included practically every edition bindery and of two large independent binderies not in the organization one was represented and agreed to stand by the group and the other agreed to report promptly.

Without knowing the nature of the discussion that was to come up, the leading publishers of New York had been asked to be present at this meeting, and Mr. Brassil, Chairman of the Labor Committee, presented the statement of the case. After hearing this statement and hearing the individual action of the binders, about twenty out of the twenty-five book publishers present agreed to stand by the employers' decision in every way.

The text of the announcement posted by the Employing Bookbinders follows:

To the Employees, Members of Bookbinders' Unions, Nos. 1, 11, 22 and 119:

A situation has arisen which compels us to change the labor policy of this shop. For years all differences between employing bookbinders and the above unions have been adjusted across the table in friendly fashion. Agreements have been made and kept. No outside parties or issues have ever been allowed to interfere or to inject their troubles.

On Tuesday, April 5th, the above unions, without notice and for no cause or reason of their own whatsoever, and in violation of all agreements, and existing practices, and in breach of good faith, called a strike at the plant of the Knickerbocker Bindery, and twenty-two (22) members of the above unions were ordered to stop work. The only reason for this strike was that it was done at the demand of Miss Murphy's Union.

It is therefore no longer possible to deal with the above unions. In these days when business conditions are bad and the employers are doing their utmost to keep their plants going, we cannot suffer uncertainty as to whether the unions will be loyal and keep faith or not.

It has therefore been decided that hereafter this shop will not deal with any of the above unions. On and after April 12th this bindery will be an open shop. All employees are invited to remain. Terms and conditions of employment will on and after April 12th be made with each employee individually.

In order to give assurance to all employees who accept employment in the following plants conducted as open shops, we, the undersigned employing bookbinders of New York City, agree to stand by all such employees:

The American Book Bindery.
 D. S. Brassil Bindery.
 Thos. Russell & Son.
 Haromon & Irwin, Inc.
 Robert Rutter & Son, Inc.
 J. J. Little & Ives Co.
 E. C. Lewis Co.
 J. F. Tapley Co.
 Braunworth & Co.
 H. Wolff Estate.
 Knickerbocker Bindery.
 Van Rees Bookbinding Corp.
 George McKibbin & Son.
 Chas. H. Bohn & Co.
 Quinn & Boden Co.
 Grady Bookbinding Co.
 James McDonald.
 Butler Ward Co.
 J. C. Valentine Co.
 McNamee Bookbinding Co.

A strike of bookbinders in the plants of the members of the Employing Bookbinding Association followed the employers' notice and extended Wednesday to all of the twenty-five shops in the organization, causing the halting in the forwarding department in these establishments of 300,000 books a day. According to D. S. Brassil, Chairman of the Employers' Labor Committee, 80 per cent of the books printed in New York City are bound in plants affected by the strike.

The printing, folding, gathering and sewing of the books will be continued, but there will be no work on the covers in trimming, cutting or stamping. The books in their incomplete state will be stored in the plants, pending the resumption of the work in the forwarding department with men who are willing to work under open shop conditions.

The book publishers in New York City, according to Mr. Brassil, have decided to stand behind the bindery owners in their fight, and will not send their work to other cities.

Collier's, Scribner's, Harper's, the Methodist Book Concern and the American Book Company own their own bindery plants and are not affected by the strike, nor are the technical magazines and periodicals.

The printing strike has spread to the book-binding industry in Boston, where from 150,000 to 200,000 books are made every day under normal conditions.

Author Gets Six Cent Verdict

THE suit of Alleyne Ireland, one time secretary of the late Joseph Pulitzer, against the Chicago *Evening Post*, was decided last week, the verdict awarded Mr. Ireland being for six cents.

Mr. Ireland sued because a criticism of his book, "Joseph Pulitzer: Reminiscences of a Secretary," in the *Evening Post*, referred to him as an "anonymous" author, altho he is a recognized scientific investigator, and because it was stated that Mr. Ireland had drawn upon his imagination in writing the book, because no man could be so degraded as to submit to the experiences he described.

Printing Arbitration in New York

WHILE the printers in Boston are still on strike and the arbitrators in Baltimore have ordered a 10% reduction in wage scales, retroactive to March 1st, the arbitration in New York is proceeding step by step in the presentation of evidence. This arbitration in New York does not include all of the unions in the printing industry, as two of the unions have agreements that can only be discussed annually as of October 1st. The line of argument taken by the unions is that in arguing the cost of living the arbitrators should take into consideration that the workers have not as yet reached what could be reasonably termed an American standard of living, and that, therefore, no reduction ought to be considered until that had been reached. They also argue that a contract to open up the scale on the question of the cost of living and the economic condition of the industry does not prohibit the bringing into the argument of the general discussion of the preliminary contract and the facts on which the rates in that contract were fixed. The arbitrators are now considering whether they will admit to the discussion any evidence as to general living scales in the industry or whether they will consider only the fluctuations that have occurred in the various index figures of living costs. Further discussions will take place at a meeting on April 20th and 22nd.

Serious Paper Mill Situation

IT seems not impossible that there may be a strike of all workers in the paper and pulp industry in the United States and Canada on May 11th. Representatives of the manufacturers and the unions met last week in New York. Demands have been made that the unions must accept "a nine hour day, discontinuance of over-time, thirty per cent reduction of wage scales and allowance for readjustment of these scales on notice of either party up to May 15th, 1922." These demands by the manufacturers were to go in effect on May 11th. The union representatives unanimously rejected the proposal, and a resolution has been submitted to the several unions for approval or rejection, with the understanding that if agreements are not made between now and the time of the expiration of the present agreements, work will automatically cease in the mills.

On April 12th the forty-sixth annual convention of the American Paper Pulp Association began session in New York. No specific action on the labor situation was taken in the opening session.

Why Worry?

Editor—Historically, this story is incorrect.

Author—But hysterically it is one of the best things I have ever done.

A Mail Order Book Business

By Hester A. Van Ardsdale

"MOST retail merchants," says J. W. Fisk, "take it for granted that their trade is limited to business with local patrons. As a matter of fact it is entirely practicable for the said retailer to extend his markets for drawing trade thru the mails. To do so requires systematic advertising to interest possible customers and service that will hold the trade after it has been established. It takes time to work up a business by mail but the field is worth while."

It is absolutely essential to have definite and systematic plans in advertising. These methods should be devised by those in charge of the advertising department—usually for certain respective times and seasons. One basic plan in arranging mailing lists is as follows:

First—Secure a "Live" mailing list, eliminating all names that are "Dead."

Second—Obtaining new names.

Third—Classification of the mailing list.

Fourth—Keeping the mailing list up to date.

Fifth—Disposition of the "Dead" list.

Sixth—Working out an energetic book selling campaign.

First—A "Live" Mailing List

In order to eliminate waste of sending circulars to "Dead" customers the first requisite of an up-to-date mailing list is to amputate "Dead" names from the list. The majority of such lists are loaded down with a high percentage of superfluous "Dead" names that sap the possibilities of profit from the "Live" names. Too much care cannot be devoted to the compiling of lists. Money expended in circularizing a "Live" list is a wise and profitable investment but when used to circularize a list made up on the "slap-dash" method it is irretrievably thrown away. The most important feature of this list is to include only the best prospects, keeping it in shape so that it is easy to handle and contains no worthless names—this is what every advertiser is striving for.

One wholesale concern has found that one of the best methods of checking up its mailing lists is to secure the co-operation of the respective postmasters in the different cities and towns. Each year this company compiles its list by states and cities and sends all the names of each city and town to the respective postmaster of that place and with each list is included a letter, which calls attention to the fact that the company plans to do a large amount of direct mail advertising during the year, and that if the said lists are incorrect it will cause mutual trouble to both the postmaster and the company itself in handling dead mail. It points out that a revision of the said list will be beneficial all around and requests the postmaster to cross out all "Dead" names and to make any necessary corrections

in the addresses. This plan proved successful in one state, where of a thousand postmasters all but three complied with their request.

Another and more economical way is to mail the circulars one-cent postage and the words "Postage guaranteed for return." In this case all "Dead" or undelivered mail will be returned and a "Dead" list automatically will be established.

Second—New Names

The sources from which names of all kinds can be obtained can be classified under nine headings, namely:

1. Rating authorities. (This is the most accurate and reliable of all sources.)

2. Directories. (The number of directories, other than city and telephone, published in the United States annually is appalling. They embrace various classes of business and occupations and can be secured from publishers of trade journals.)

3. Press Clippings. (The newspapers teem with business-getting opportunities if you can read between the lines.)

4. Companies furnishing addresses. (Names may be obtained at the cost of five dollars a thousand.)

5. Names secured from customers and prospects. (Success in this depends entirely upon the degree in which you have cultivated the friendship of your customers.)

6. Names secured from non-competitive concerns. (Publishers exchange lists of subscribers with great success.)

7. Names secured from your salesmen. (This includes permanent and steady customers and therefore is a most valuable asset to a "live" mailing list.)

8. Names obtained from persons you meet. (Many men are always willing to impart information in this connection.)

9. Miscellaneous methods of securing names. (One method, under this heading, successfully used by many firms, is to advertise in local newspapers for persons to compile lists of names. Cashiers, bookkeepers, school teachers, postmasters, etc., etc., can often be induced to undertake work of this nature.)

Third—Classification of Mailing List

The most efficient method of keeping lists is by the card index system. The card index has a greater flexibility than any other method in existence. Names can be classified in any one of a dozen or more ways—alphabetically by states, by territories, by lines of business, by rating or purchasing power. Any or all of these classifications may be utilized with one list of names.

The tab card system is made by means of tabs projecting from the upper edge of the card. These tabs indicate some special item

of information and their use permits a double system of indexing for each card. For example—an ordinary card may be made out for each regular steady customer and a tab card for each prospective customer—when the prospective becomes a regular customer, the tab may be removed.

The tabs may also be applied to the cards inverted and in various colors, each respective color indicating the classes of books in which the customer may be interested. One card may have as many as three different tabs attached—a red tab signifying business books, a blue tab for art books and a green for fiction. All these tab cards may be filed alphabetically and the tabs will indicate the details without necessitating consulting the cards themselves.

Another system of classification is the signal card system, which consists of different colored metal indicators to be used in place of the tabs described above. After the information has been entered on the cards a little metal indicator or signal is slipped over the cards. This system would be very valuable in classifying the stencils. The stencils covering a certain class of buyers could be taken from the files, bearing their respective classification. The addressograph machine has an attachment which classifies tabbed stencils automatically.

There are three classifications of the mailing list, the first being as follows:

1. Library customers.
2. Most prominent American Libraries (not regular customers.)
3. Regular customers. (Monthly mailing lists.)
4. Business men.
5. Buyers of sets.
6. Buyers of art books.

The second classification may be divided into three parts as follows:

1. Prospects (those known to be interested but not regular customers.)
2. Irregular customers (those who buy also from other stores.)
3. Regular customers (those who buy solely from us.) In connection with this classification the cards may be tabbed in three various colors and filed alphabetically and on these cards should also be kept a record of each respective customer's purchases. This is invaluable in classifying and following up.

The third classification requires innumerable colors, as follows:

- | | |
|--------------|------------------|
| 1. Fiction. | 9. Politics. |
| 2. History. | 10. Sociology. |
| 3. Art. | 11. Psychology. |
| 4. Business. | 12. Philosophy. |
| 5. Sports. | 13. Economics. |
| 6. Music. | 14. Socialism. |
| 7. Medicine. | 15. Theology. |
| 8. Law. | Etc., etc., etc. |

Fourth—Keeping the Mailing List Up-to-Date

Investigation demonstrates that those who have occasion to use such mailing lists realize the rapidity with which any list of names usually changes. This is especially true of the lists of dealers and consumers. "After a list is twelve months old it ceases to be profitable," says a sales manager. "Repeated tests have shown that it does not pay to mail a list that has not been checked up within a year." A certain firm uses the correspondence file for its mailing list to make sure that the list is up-to-date.

There are two methods of keeping lists "alive"—

1. By testing the responsiveness of prospects before scheduling them for the regular list. (Before sending expensive catalogs a circular letter exploiting the catalog should be sent out and a self-addressed postal card enclosed for the prospect to fill out and mail.)

2. By checking the lists without directly appealing to the prospects by sending them to Postmasters and other officials, as explained in detail in Section First—(A "live" mailing list.)

Some firms govern themselves in this case by the following rules:

1. Keep your mailing lists corrected daily.
2. At least twice a year have the lists thoroughly revised.
3. Write a form letter with a personal touch to customers who have not placed an order for over a year. A letter of this type should read as follows:

"You did not buy from us last season. We missed you. Frankly this letter is an effort to recover your business and we should welcome any relevant suggestion or criticism in this connection which might result to our mutual benefit." etc., etc.

Fifth—Disposition of the "Dead" List

"No matter how meritorious a proposition, there will always be a certain percentage of inquiries that fail to yield results promptly. But nevertheless such cases are by no means hopeless for even the "deadest" of all "Dead" lists may be resurrected and made to yield a surprisingly large number of orders if circularized persistently with a follow-up letter based on a line of thought different from that used in the original letter. Failure to turn inquiries into orders does not mean that the said inquiries have been wasted but it generally means that the right appeal has not been used in the first instance. The percentage of returns from these first circulars is estimated at a minimum of five to a maximum of ten per cent. Persistence, never letting up on a prospect, is the basic principle of success in selling by mail." (The above facts are given by William G. Clifford in his "Building Your Business by Mail.")

Sixth—Book Selling Campaign

In staging a bookselling campaign there are two factors of equal importance to be considered:

First: A list of "Live" names.

Second: An effective quality of circulars.

Too much emphasis cannot be placed on the importance of labor-saving devices in the office, which aid materially in increasing production without any increase of cost. One of the most essential of these devices is a duplicating machine, and another is an addressograph, a stamping machine and also an envelope sealer. For instance the addressograph alone will produce in one day the same quantity of work for which a typewriter would require a week. Efficiency is defined as "the elimination of waste" and therefore, devices of this character are practical illustrations of the highest form of efficiency.

A bookselling campaign in a certain European country is conducted as follows:

Every bookseller maintains a compiled list of his customers, classified under the subjects in which they are interested. When a new book is published on a medical topic the bookseller sends a copy on approval to every specialist on that particular subject on his list. In cases where booksellers do not care to send books out on approval, owing to the possibility of their becoming soiled and unsalable they issue circulars and either sell by mail or invite prospects to inspect the book at the store. Arrangements are also made with newsdealers whereby copies of these circulars are folded in the copies of the issues of the daily papers and are thus given an additional circulation and publicity.

William G. Clifford, in his book which I have

hereinbefore referred to says:—"A circularizing campaign pays and pays big, as is shown by the experience of a bookstore in Rochester, N. Y. This store ordered on approval two dozen copies of a new book. A large circularizing campaign was immediately aimed at the class of persons likely to be interested in the book. Inside of two weeks, cash-in-advance orders were received for over five hundred copies of the book. To paraphrase Shakespeare—"The List's the thing." Once get a good list, keep it up-to-date and the store has a force for profitable business that needs only the magic touch of written salesmanship and persistence of effort to make it keep the cash register ringing all day like a peal of bells."

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On Editing a Bookshop Window

By Frederick D. Hartman

Chapman's Bookshop, Montreal

THE object of dressing a window in a bookshop is to stimulate sales of books.

The general public to whom the appeal must be made may be classified as follows:

1. Bibliophiles—those who are devoted to books and would come into bookstores regardless of the appeal of any advertising.

2. Those who never read books and consequently never buy books.

3. Those who occasionally buy a book, but do not want to buy a poor one. These as a rule never read book reviews, unless by chance printed in with general news in a newspaper.

The percentage of each of these groups which pass a given window varies of course with the locality of the shop and must be estimated by each dealer for himself. In general the greatest latent source of profit lies in the third class.

If a shop is managed by a litterateur he is quite apt to devote all his energy to appealing to the first class of people—the bibliophiles. He will sell and advertise well those books which he himself enjoys and not exert enough effort to advertise and sell books for members of class three—those who have to be shown why they should buy a certain book and who after having been sold a few

books which they enjoy will readily become regular purchasers. This bookish dealer will too often exert himself to persuade a customer (who is going to buy some book anyway) to buy one definite title, the dealer's favorite.

On the other hand the opposite type of dealer—the merchandiser—will devote too much energy selling or trying to sell members of class two—the people who almost never buy a book and don't read the occasional one they have been persuaded to buy.

I have outlined these two types of dealers to facilitate correcting and guarding against their faults as they would be reflected thru the window dressing.

To appeal to class one, copies of standard works, rare editions and all works of literary value may be carelessly laid out. It is well to display the title page of many of the books. Even tho more than one copy of a book may be on hand it is better to exhibit one copy only, for the book will be thus much more seductive to the booklover.

To appeal to class two the merchandiser may arrange large stacks of books he wishes to push, in various regular designs. The jackets are useful for decorating the back-

ground. It is quite easy to arrange a stock of books in some striking design which will arrest the attention of the passer-by, tho the writer is skeptical regarding the permanent sales building derived as a result of startling configurations formed from books.

Class three, and herein lies surely the greatest latent source of profit to the dealer, may be reached by neat displays—not too many titles at a time—of popular novels and essays, poems and technical books. Reviews should be followed carefully, and some pungent phrase or sentence quoted on a card connected up with a few copies of the book in question. Or, the quotation can be pasted against the glass with a streamer attached to it directed to the books. It is very advisable to get reviews, in brief, of books from local people (clergy, school teachers, etc.) and display them in the window prominently showing the name of the author.

The bookdealer should put as much care into "editing" his window as the newspaper editor

in his review page, and results will soon show what the right number of reviews per window is.

Interest can be aroused by showing notices of the following sort—all of which are readily obtainable.

1. Pictures of authors.
2. Biographical notes of authors, illustrators, etc.
3. Reports of large editions.
4. Changes in paper market.
5. "Best sellers" in big book centers.
6. Titles of books reviewed in various books and journals. (Kept on file for convenience of customers.)

It is very advisable to keep a careful record of window displays with results obtained, in short a bookseller can find as much interest in his window as if he were editing a book page or review column in a paper. Nothing is so infectious as "Bibliophilia" nor so profitable to the dealer.

Adventures of a Bookseller

By Ketch

MISS Limousine was quite put out. She had spent fully an hour looking about the market and nothing seemed to look good, inviting, appetizing. True, she had bought some celery and apples and oranges for a fruit salad, and also had selected the meat for Sunday; but the process had been merely a matter of habit—the usual zest of the affair was lacking. She gave it up at last, and coming out to her car, said to the chauffeur in a toneless voice,

"To the Bookstore now, James."

Mr. Ondeck stood looking at a new book which had just come to hand, and of which he had just taken one hundred copies from the book-truck to put in stock. His face registered dismay and astonishment, and he said to Miss Vampet,

"What do you know about this! One hundred copies of the 'Journal of a Distracted Old Maid' and we won't sell ten. What in the world could Mr. Bigboss be thinking of to order such a quantity?"

Miss Vampet looked over the book.

"It's a lemon, all right," she said. "Ask him about it. Maybe there was a mistake in the order."

Ondeck took a copy with him and ascended the stairs to Mr. Bigboss' desk, where he pulled up a chair, and in some embarrassment began.

"One hundred of these came in this morning, and Miss Vampet and I were wondering if there may not have been some mistake."

"Mistake?"

"Yes. We'll hardly sell ten, Mr. Bigboss."

"Have you read it?" inquired Mr. Bigboss.

"I looked it over, and it appears to be pretty much of a lemon."

"Exactly," and Mr. Bigboss leaned back in

his chair. "It is a lemon. But that's the point, Ondeck; lemons have their use, you know."

"Oh."

"You see, it's like this: The process of reading is not unlike the process of eating—there is an intellectual palate as well as a physical, and a balanced diet in reading is just as important as a balanced diet of food. And that is where this book has its value. It is tart; in places it is bitter; therefore it is an excellent antidote for a mental bilious attack. It ought to have a splendid sale. Should go big. You don't need to display it; put it under the fiction counter, and when you find a customer who is fed up on sweet stories, offer this."

"I see," said Ondeck. "A lemonade, as 'twere."

Mr. Bigboss laughed.

"Exactly," said he.

Miss Limousine alighted from the car, and approached the Bookstore with exactly the same sentiments as when she entered the market. She wanted something to read—but what? She looked over the fiction counter, and was positively nauseated by the display there. She passed on to the poetry table, but a collection of free verse—badly done—rendered her soul quite unpoetic. Mr. Ondeck joined her at the Essay table and said,

"Good morning, Miss Limousine. Have you found something?"

"No," she replied, "And I don't think I shall."

"Oh." He looked shrewdly at her, then said, "Have you read the new Walpole yet? Splendid thing and going—"

"I know. Greatest book of the year, and all that sort of thing. But that's just what I want to get away from."

Mr. Ondeck, who was acquainted with her general taste, got out several novels and placed them before her, but she pushed them aside after an indifferent inspection, saying,

"No doubt they're good, but that isn't the sort of thing I want today."

She strolled over to the general literature table and languidly paged thru book after book, but nothing seemed to take her fancy.

"Well, I *did* want something for over Sunday; but I don't seem to find anything."

"By the way," said Mr. Ondeck, "Do you like grape-fruit?"

"Grape-fruit?" said she, surprised at the question. "Yes. Yes, indeed."

"Ah! Then I have the very book!"

He lost no time getting out the "Journal of a Distracted Old Maid" and placed it before her.

"There," said he, "is a book that you will like. Tart sort of a thing—really quite sour in its tone, but—"

"Why!" exclaimed his customer, "This *does* look good." She paged thru it a moment, then with sudden decision, "I'll take it."

"Good!"

He wrapped it up and the good lady walked down the store with a lighter step than that which had brought her in. As she prepared to enter her car, she said,

"Back to market, James. I want to get some grape-fruit."

MacDowell Colony League

A GROUP of authors and writers is organizing the MacDowell Colony League to work for the \$200,000 endowment of the writers' summer settlement and work place at Peterborough, N. H.

The settlement was originated by Edward MacDowell, the musician, who composed many of his best works there and who decided that the environment was ideal for workers in the creative arts. After his death his wife and other artists continued the development of the camp, and last summer about forty writers and artists worked there.

Every person admitted to the colony has to show that he has a record of achievement and loiterers are not permitted to stay. The fee is \$10 a week, which entitles the resident to the use of a studio, quarters and meals. There are fifteen studios at the colony, 500 acres of farm and forest land, four dwelling houses and a large colony house. The camp is open from about June 1 to Oct. 15, and is called an "inspirational workshop."

Some of those who are interested in the movement to make the colony financially independent are Edwin Arlington Robinson, Hamlin Garland, Ernest Peixotto, Henry Holt, Mrs. John W. Alexander, Professor George P. Baker of Harvard, Robert H. Davis, Don Marquis, Kate S. Chittenden, Oscar Saenger, Herbert Adams, Josephine Preston Peabody, Sigismund Stojowski, Joseph Regneas and Edward Burlingame Hill.

The Prize Review

[Selected from nearly two hundred manuscripts submitted for the \$100 prize offered by the Macmillan Company for the best rhymed review of H. G. Wells's "The Outline of History." The judges were Arthur B. Maurice, Marguerite Wilkinson, and Heywood Brown.]

Deep in the blank abyss of time,
When Earth was only cooling lava,
Life raised from intertidal slime
Frail beings, glutinous as guava,
Which, forming skeletons and gizzards
By complication of their cells,
Brought on the age of Giant Lizards
Whose sage historian is Wells.

He reads the Record of the Rocks.
We see the clan of Brontosauri
Succumb to strange climatic shocks
While mammals gain their vanished glory,
Till, ferreting this fossil lore,
Where trees and caves afford defences,
We meet our first progenitor,
Sub-man Homo Heidelbergensis.

Then come Cro-Magnards, chipping bone,
Treating their sub-man cousins rudely,
They painted quaint designs on stone
And fashioned weapons far from crudely,
They caught the trick of iron smelting,
Sowed corn, and, when their crops increased,
Built huts to 'scape the tempest's pelting,
And pledged their faith to kings or priests.

Migrations breed divergent races,
Mongol and Mediterranean,
Nordic and Alpine, Alien faces
Rouse tribal enmities in man.
Great dynasties arise, Sumeria,
Egypt, Chaldea, banish peace,
Persians and Medes assail Assyria,
And Xerxes leads his hosts to Greece.

The over-rated Alexander
Triumphs, and tastes a drunkard's doom.
Rome looms. Her empire waxes grander,
Then sinks in mediæval gloom.
Charlemagne, Islam, Genghis Khan,
Before our wondering eyes are shown,
Till dwarfish-souled Napoleon
Ushers this latest age, our own.

Nor is it thrones and empires merely
That on this crowded canvas shine,
Prophets and saints are drawn as clearly,
And codes that men have deemed divine,
Creeds of Confucius and Gautama,
Jesus, Mohammed, Lao Tse,
Owen, and Marx, and all the drama
Of travelling humanity.

Transcendent book! It dares to state,
When all the world is darkly groping
Thru baneful fumes of greed and hate,
That there is still a chance for hoping.
If life's a race where education
Strives with disaster, as he tells,
Millions will here achieve salvation
And say with me, "Thank God for Wells!"

JOHN STRONG NEWBERRY.

Canadian Publishers Meet

THE Canadian publishers who are organized as a section of the Toronto Board of Trade, with John McClelland of McClelland & Stewart as Chairman, held a special meeting and dinner on April 8th at the National Club in Toronto to discuss ways and means of increasing book distribution in Canada, adding to the general health of the industry thruout the Dominion. At this meeting about twenty-five publishers were gathered, and addresses were made by J. Murray Gibbon, President of the newly organized Canadian Authors' Association, and by Frederic G. Melcher, of New York.

Mr. Gibbon developed in his talk the great possibility of co-operative work between authors and publishers and their common interest in bookselling. As general publicity agent for the Canadian Pacific Railway, he has an extremely broad view of the whole situation and a fine instinct for the practical. As the new Canadian Authors' Association is to have nine different branches in different cities of the Dominion from Halifax to Vancouver, the organization will be able greatly to encourage the subject of book reading and ownership thru general discussion and publicity. Very practical suggestions were made for obtaining better display of books in various outlets, and Mr. Gibbon's suggestion of a Canadian Book Week to be held in the fall was received with great enthusiasm and the plan unanimously adopted for carrying out. This plan would be that a week should be set aside for the display and encouragement of Canadian authors and their books during November, having especially in mind the encouragement of the purchasing of these books for mailing overseas, and to distant friends, in order that they could better understand Canada and her literature.

Mr. Melcher had been invited to Toronto as guest of the Association to tell of the experience in the States in encouraging book distribution thru such campaigns as Children's Book Week, Year Round Bookselling, and Religious Book Week. A complete display of the material that had been used was passed around. The publishers are especially interested in the idea of co-operation, and expect to form committees to adapt these plans to the Canadian situation.

The book situation in Canada seems to be similar to that in the United States in that the interest in books is increasing, and, while conditions are extremely puzzling and manufacturing costs and exchange fluctuation are a decided handicap, there is a universal feeling of confidence in the growth of the industry that lies just ahead, and the meeting was enthusiastic in its resolution to keep closely organized and aggressively active, in order that the industry, both publishing and retail, should steadily advance.

Findlay I. Weaver, the Secretary and Treasurer of the newly organized retailers' organization of Canada, presented the case of the

retailers and promised to give all of these plans the hearty support of that branch of the trade.

An Appreciation of Mr. Mifflin

IN the death of George H. Mifflin, we have lost from among us one of the most cheerful and courageous gentlemen our craft has had. My realization of these qualities of his was renewed by a letter from him, dated March 22nd, which reached me only a few days before he died. In this letter, with his usual kindness, he expressed his interest in the affairs of an old friend, and showed a cheerfulness which was always characteristic of him. As an indication, I may perhaps quote a paragraph. He says:

"I continue about the same, still practically n.g. Haven't been downstairs for several weeks, but I manage to dig out a fairly good time." And he adds: "Keep well and happy, and the Lord be with you."

This was the spirit of helpfulness and cheerfulness in which his life was lived, showing an interest and enthusiasm for everything that came within his influence.

I should like to tell you, at the risk of being somewhat personal, of an experience I had with him more than ten years ago. When he heard that Doubleday, Page & Co. planned to move out of New York and build a building for their own printing and publishing, he wrote to me and said that when we had our plans ready, he would like to go over them with me, as he had some ideas about the building of a printing plant which he thought might be useful to me. When the plans were ready I took them to him, and he studied them with the greatest care and made many valuable and helpful suggestions. Further than this, he offered to come and see the work as it progressed, and he made at least two journeys from Boston solely to give such disinterested help. Such was his kindly and beautiful unselfishness to a competitor.

For many years I have taken my troubles and my ambitions and talked them over with him, always being received with a kindness that was beyond parallel in my experience. He would devote any amount of time to making suggestions and studying plans; and if he did this with me, he must have done it with many others, because I was not in the way of meeting him very often, as we lived so far apart.

I think our craft of publishing has lost one of its most interesting and unique figures, as well as one of its most lovable, in the death of Mr. Mifflin. I hope and believe that his spirit and his high conception of a publisher's duties will live for a very long time, and I know that the grief that I feel must be duplicated in the hearts of a very large number of people to whom he had shown the finest sort of friendship and loyalty.

F. N. DOUBLEDAY.

Dorian Hope Verse Withdrawn

THE little volume of verse, entitled "Pearls and Pomegranates," recently published by G. P. Putnam's Sons as the work of "Dorian Hope," has been withdrawn from the market by the publishers, who discovered that the volume contained enough plagiarism to warrant the belief that it was wholly plagiarized.

The publishers accepted the verses for publication in good faith when they were approached in the matter by one of their salesmen, Bret Holland, who claimed authorship of the poems. Holland put up \$500 required to produce the first edition of about 700 volumes.

Holland had dedicated the volume to Florence Earle Coates, whom he very much admired. She says that he assumed the name of Dorian Hope because of his admiration for Oscar Wilde and his character of Dorian Grey.

A review of "Pearls and Pomegranates" which appeared in the *Times Book Review* with a selected poem, caught the attention of the real author of twenty-six poems included in the volume, Miriam Vedder. She immediately recognized this poem, "Paths," as one of her own that had appeared in the *Wellesley Review* in 1918 when she was a student in that institution. Miss Vedder also recognized among the poems included in the book half a dozen written by Augustin Lardy, one of her friends, who died about a year ago. She and Mr. Lardy used to exchange the things they wrote. She never signed the verses she sent him, for she had no idea that they would ever pass out of his hands. And so, of course, when Holland found them, he supposed that they were Mr. Lardy's.

Further inquiries disclosed that the poems were taken to G. P. Putnam's Sons by the mother of the late Mr. Lardy and offered for publication. It happened that she talked the matter over with Holland, who assured her that he would arrange for the publication of her son's poems.

About two weeks before the books were off the press Holland or "Dorian Hope," several times telephoned to the publishing house and made various excuses for being absent. He never did show up. The latest information the publishers have as to his whereabouts indicates that he is either in Rome, Petrograd or Moscow.

Women's Book Association

THE general topic of the meeting of the Women's National Book Association, which is to be held at the Children's Book Shop next Thursday evening, is: "How a Woman Can Finance Her Own Business." There will be three interesting speakers, Mrs. Estelle Guillelot, of the Woman's Security Corporation, Miss Lena M. Phillips, Executive Secretary of the National Federation of the League of Business and Professional Women, and Miss

Marie W. Snow, vice-president of the League of Business and Professional Women of New York.

At this meeting final details of the costume dance which is to be given the first night of the American Booksellers' Convention at the Hotel Traymore, Atlantic City, on May 10th, will be discussed. There will be prizes awarded for the most original costumes, \$50 in cash, to be divided among two men and two women, the decisions as to the most original to be made by ballot.

On to Atlantic City!

ON April 15th, the Publicity Committee will mail the members of the book-trade a booklet giving full and detailed information about the convention. This booklet will not only tell how to secure the reductions in railroad rates, but it will give a complete resumé of the convention activities. Whitney Darrow, of Scribner's, and Cedric R. Crowell, of Doubleday, Page & Co., have outlined in its pages the social and business program of the convention, and answered all the wheres, whens, and hows, that inevitably arise on such occasions. Extra copies of this booklet may be secured from any of the committee chairmen.

At the ball on Tuesday evening, everyone is requested to appear in costume, altho those who can furnish good alibis for coming in everyday dress will not be barred. The committee does not want guests kept away from this dance either because they do not care to go in costume or are unable to secure what they want. Costumes selected should represent a book title or some character in a book, and prizes will be awarded for the most striking and original costume, two for the men and two for the women.

Wednesday evening, we can look forward with anticipation to Robert Anderson's great American drama of the book-trade. Two rehearsals of this play have already been held, and eminent critics pronounce it superior to any Cohan-Golden stage production. It will be performed on a genuine, honest-to-goodness stage, with specially prepared scenery and a magnificent cast. The performance will be held in the world famous steel-pier ballroom. Admission is to be by ticket, but these tickets will be distributed by the convention secretaries. Everyone can have as many of these tickets as he or she needs.

Thursday, as the climax of an epochal convention, comes the banquet. We are assured that the gastronomic and scenic effects of the evening will suggest that beloved song, "The End of a Perfect Day." By all means, then, attend the banquet—a unique and sumptuous affair in the submarine grill of the Hotel Traymore, engineered by Whitney Darrow, that "Machiavelli" of entertainers, who has toiled many weary hours in arranging for these convention joys. The banquet will provide a thoroly fitting conclusion to the 1921 convention.

Suggestions for Improving Business Conditions

NOW is the time for every business man, no matter what his line of business or his position may be, to use his resources, financial, moral, mental and physical, to the limit.

To move business today, more than the ordinary and average energy is required. If you are "dragging," rise up and shift your gears into "high."

Some business men have been, and are now, putting forth their best efforts to stimulate trade to strengthen the confidence of the buyer. These men are not feeling a laxity of business. Their shops show evidence of normal trade. Their plants are running full time and their salesmen are sending in orders.

Why not study their methods? Acquaint yourself with the force they are using to overcome a dull period. Probably a complete reorganization is necessary. Maybe your advertising is lacking in force or misdirected.

Are your clerks particularly courteous and striving to give better service? Your customers may be kept unnecessarily long in making telephone connections with the proper party. The voice at the other end may not think you are glad to receive the call by some discourteous grunts from some one in your office or factory.

Tune up your correspondence. Cut out the hackneyed phrases. Make your letters sound human.

Finally, get everybody on the job, including yourself.

If you run a small store, change your window decorations. See what line of foodstuffs, hats, clothing, auto accessories, hardware, drugs, etc., are being extensively advertised, then back up your window display with the advertising.

Above all, give your customer a square deal and make him feel and know that you have treated him right. A little profit is better than none. A few customers paying a fair profit is more profitable than no patronage with goods marked at war prices.

Do not hesitate to make use of some of these suggestions, especially if you want business to improve. It's up to you.

A Letter to O. Henry

MESSRS. Hodder and Stoughton, O. Henry's English publishers, recently received a letter addressed in their care to O. Henry, Esq., which they, having no business connections with the spirit world, are unable to forward. The letter is from Santiago, Chile.

"Dear Sir and Friend:

"I am fresh enough to call you friend right away, because you have done me a great service—you have made me LAUGH, a thing I have not been able to do for years. The reason why is that I have turned against bad luck, lots of it. But this morning when I was driving round this dirty town from one end to the other, yes, this morning I read your 'Options' and have laughed, as I never did.

I am a Norwegian and can count my ancestors back to the year 623 A. C. and have gone thru the positions of smith, shoemaker, poet, and now am a broker, which is the worst of all. Thru all of this I have acquired 6½ languages (the half is Russian). I will pass England in February next year and hope I may be able to see you, and get some other books of yours."

New York Music Week, April 17-24

NEW YORK will celebrate April 17-24, her second music week. This is not a festival by or for musicians, but is an effort to appeal to the musical instincts of everyone, so that he will want to hear more music or play more music. Last year 1700 organizations participated in New York's Music Week. Booksellers have a keener interest than most retailers in this event, as another chance for special displays. The publishers, too, are featuring new and appropriate books.

Can Praise Go Further?

ON the first page of the February 4 number of the London *Book-Post* appeared the following notice, which we are delighted to reprint:

Sir: We read *Book-Post* with very great pleasure; the whole of it is instinct with life, and should be of vital interest to publishers, booksellers, booksellers' assistants and all who care for books.

Certainly, as far as our experience goes, it is one of the best trade papers that ever has been issued, and if it is not invidious to make comparisons, it ranks with the best American paper we know, namely, the PUBLISHERS' WEEKLY, and this is saying a good deal.—W. Heffer & Sons, Ltd., Booksellers and Publishers, 4, Petty Cury, Cambridge.

\$1,000,000 Film Rights

ALL dramatic rights to General Lew Wallace's "Ben-Hur" have been acquired from the Wallace estate by A. L. Erlanger, Charles B. Dillingham and Florenz Ziegfeld, Jr., for what is said to be a record price. Included in the transaction are the motion picture rights, for which \$1,000,000 are said to have been paid. The previous high mark for film rights was \$175,000, paid by David W. Griffith for "Way Down East."

It was originally produced on Nov. 25, 1899, at the Broadway Theater and its total receipts since that time have been close to \$10,000,000. More than 20,000,000 persons have seen the play.

The motion picture will be filmed in Jerusalem and Syria.

In The Field of Retail Advertising

Siler's Book Store

A Store That Deals in SERVICE
as Well as Books



There's always a welcome for Book Lovers who like to "browse" among the shelves—but there's a SERVICE for those who know exactly what they want but are unable to find it.

The attendants in Siler's Book Store are well informed concerning books and how to get them. If there's a book you've searched for in vain—phone or visit Siler's and ask them to get it. The book may be out of print—and still we may be able to secure a copy for you.

Siler's Book Store has thousands of books you'd never expect to find there. Come in and get better acquainted. Get the book store habit—it pays dividends in satisfaction and self-improvement.

Siler's Book Store

930 Canal

Phone Main 3137

EFFECTIVE RETAIL BOOKSTORE ADVERTISING. THE ILLUSTRATION WAS SUPPLIED TO THE NEW ORLEANS NEWSPAPER BY THE "AD ART SERVICE CO." AND SILER'S SUITED IT TO THEIR PURPOSES

A Pamphlet on Retailing

IN connection with the recent advertising campaign in the *Dry Goods Economist* in the interest of increasing the number of book outlets in department stores, the editors of that periodical brought out a very attractive pamphlet on "Starting a Book Department." This pamphlet describes the advantages of having a book department, discusses location and layout, shelving and display problems, classification, marking, care of stock, etc. Copies of the pamphlets are being distributed thru Baker & Taylor.

Rent Plus Advertising

IN selecting the location of a bookstore, it has often been pointed out, by those who have experimented with locations just off the main thoroughfares, that it is often possible to take advantage of such situations with their much lower rent by increasing the percentage of advertising. This might mean that the total of rent plus advertising would be the same in either location, tho there would be on the less expensive street a much better floor space and opportunity to display.

The advertising manager for a large chain of clothing stores, in addressing the Rochester Ad Club recently on the subject of retail advertising, said that his recommendation was that the merchant should spend $7\frac{1}{2}\%$ of total sales for the two items of rent plus advertising. He believed that this rule would apply as well to upstairs locations as it would to side streets. If a rental can be obtained that requires 4% of the sales, there would be a margin of $3\frac{1}{2}\%$ for advertising, while if the rental was higher and went to 5%, there would be only $2\frac{1}{2}\%$ left. It might be well to keep in mind some such equalization in selecting a location for a bookstore.

Another suggestion from this expert was that if the retailer had a certain amount to spend a year for advertising, he would recommend dividing it into equal weekly parts and spending that amount each week instead of concentrating with large space on the busy seasons. He believed that hammering away persistently built up the permanent customer and started steady buyers toward the store more than a large spread at the busy seasons, and he deplored the plan of spending the largest sums at two clearance seasons, a plan which only emphasized to the regular customers the fact that if they had waited they might have bought for less.

Shipping Tag Publicity

ON the shipping tags of the Greenwood Bookshop of Wilmington there is printed as good bookstore publicity the famous saying of Carlyle, "*The true university these days is a collection of books.*" If it was true in Carlyle's time, it is increasingly true to-day, and this is a quotation that could well be repeated and reprinted widely wherever there are those who are busy distributing books.

Among the Publishers

A Week's Gleanings of Book-trade News

THE MACMILLAN COMPANY has published this month a volume of philosophical reflections, "Thought Relics," by Rabindranath Tagore.

THE WRITER of that famous best-seller, "The Economic Consequences of the Peace," John M. Keynes, has written a new volume, "A Treatise on Probability," mainly philosophical in subject matter, to be published by Macmillan.

ANOTHER NOVEL of the white man in the Islands of the Pacific by Somerset Maugham, author of "The Moon and Sixpence," will be published this spring by Doran. It will be called, "The Trembling of a Leaf."

W. SOMERSET MAUGHAM, author of "The Moon and Sixpence" (Doran) and other novels, is almost equally famous as a playwright. His play, "The Circle," in which John Drew will play the star rôle, is being prepared for production on Broadway.

JOHN DRINKWATER, who came to America to see the stage production of his play, "Mary Stuart," sailed for England on the Adriatic, April 6th. Those who cannot see the play in New York will have to solace their misery by reading the play just published by Houghton Mifflin.

G. M. TREVELYAN is engaged in writing a history of England from 1780 to 1900, a period which practically covers the whole modern period, extending, roughly, from the loss of America to the outbreak of the Boer War.

THE A. C. GILBERT Company of New Haven, makers of practical toys for the development of useful mechanics, have just published an attractive series of illustrative books on topics that appeal strongly to the boys of this generation. It includes "Engineering," "Chemical Magic," "Sound Experiments," "Carpentry," "Knots and Splices," "Magic Coin Tricks," and half a dozen other topics.

MUSIC WEEK will be celebrated in New York, beginning Sunday, April 17th. One of the publishers to celebrate the week fittingly is Appleton. That firm has recently taken over the publication of Charles D. Isaacson's "Face to Face With Great Musicians," and will reissue it during that week. Mr. Isaacson is well-known as musical editor of the New York *Globe*. Appleton has also recently issued some new volumes in *The Whole World Music Series*, edited by Albert E. Weir. These are "Piano Duets the Whole World Plays," "Recital Piano Pieces the Whole World Plays," and "Light Piano Pieces the Whole World Plays."

RUPERT HUGHES' new novel of metropolitan life, "Beauty," will be published by Harper in June.

THOROLY SATISFACTORY to eye and ear is a plump volume, "Poems New and Old," by John Freeman, one of the younger British poets (Harcourt).

THE AWARD of the Goncourt Prize aroused unusual interest this year, for it was given to an unknown young schoolmaster, Ernest Perochon. "Nene," the story of a step-mother whose life is sacrificed to love, will be published in America by Moffat, Yard.

A NEW VOLUME in *Pitman's Common Commodities and Industries Series* is "The Raw Materials of Perfumery—Their Nature, Occurrence and Employment," by Ernest J. Parry. It is a popular account of one branch of the industry revolutionized by synthetic chemistry.

T. MORRIS LONGSTRETH, author of "Mac of Placid" and accounts of the Adirondacks and the Catskills, is in Canada for the purpose of writing a novel with the scene laid in the Laurentians. Mr. Longstreth has employed as his guide in his explorations, Fred Beauvais, who has come into fame in the Stillman divorce case.

FEW AUTHORS have such expert if amateur publicity agents as Dr. Albert Einstein. Alderman Falconer recently volunteered for the rôle, when his veto of the vote of New York's city fathers to extend to Dr. Einstein the freedom of the city procured for Dr. Einstein columns of newspaper space. In Germany, Herr Leibus, editor of a Berlin paper, was equally successful, for his modest proposal to murder Einstein for the good of the fatherland, has been noted in papers far removed from Berlin.

CAMILLE FLAMMARION'S "Death and Its Mystery," translated from the French version by E. S. Brooks, which bore the identical title "La Mort et son Mystère," which was published in Paris in 1920. Translations of the book in Italian and Portuguese have been arranged for and will follow at Rome and Rio de Janeiro. This is the first volume in a trilogy which will represent the results of more than fifty years of observation, collection, investigation and classification of facts concerning immortality which M. Flammarion has deduced from his careful study. The Century Company will also publish the two volumes of the trilogy yet to come. The French titles of these will be: "Atour de la Morte" and "Après la Mort."

Changes in Prices

D. APPLETON & COMPANY
The Sailor's Log, by R. D. Evans, from \$1.50 to \$4.00.
Regulation of Municipal Utilities, by C. L. King, from \$2.50 to \$3.00.

Obituary Notes

ERNEST WILLIAM HORNING, author and novelist, died at St. Jean de Luz, France, of influenza, on March 22. He was born in Middlesborough, England, in 1866, and was educated in Uppingham School. He spent some years in Australia. In 1893, he married Constance Doyle, the sister of Sir Arthur Conan Doyle. The Horning home was in Sussex.

The most famous character which Mr. Horning created was Raffles, hero of several volumes, setting a literary fashion in heroes. The list of his books includes: "A Bride from the Bush," 1890; "Under Two Skies," 1892; "Tiny Luttrell," 1893; "The Boss of Taroomba," "The Unbidden Guest," 1894; "The Rogues March," "Irralie's Bushranger," 1896; "My Lord Duke," 1897; "Young Blood," "Some Persons Unknown," 1898; "The Amateur Cracksman," "Dead Men Tell No Tales," 1899; "The Belle of Toorak," "Peccavi," 1900; "The Black Mask," 1901; "The Shadow of the Rope," 1902; "No Hero," "Denis Dent," 1903; "Stingaree," "A Thief in the Night," 1905; "Mr. Justice Raffles," 1909; "The Camera Fiend," 1911; "Fathers of Men," 1912; "Witching Hill," 1913; "The Thousandth Woman," "The Crime Doctor," 1914; "Notes of a Camp Follower," 1919.

MAXIMILIAN D. BERLITZ, founder of the Berlitz Schools for the study of languages, died suddenly at his home in New York on April 6th. He was born in South-Germany and came to America as a child. His method of teaching led to the establishment of many schools here and abroad and in connection with these he published a number of educational books based on his system. His age was 67.

More A. B. A. Members

THE Membership Committee of the American Booksellers' Association, thru its Chairman, John G. Kidd, of Stewart & Kidd Company, Cincinnati, has added this week two more names to the list: Edward Wallace, of Ormston's Bookstore, Oil City, Pa., and J. O. Crowell, of T. Y. Crowell & Company, New York.

Periodical Notes

The *Canadian Stationer and Book Trade Journal* makes its first appearance, April 20th, at 51 Wellington Street, West, Toronto. The publisher has for nearly ten years been editor and manager of the *Canadian Bookseller and Stationer*, published by the MacLean Co. and previous to that time was in business for some years as a retail bookseller and stationer.

Personal Notes

HOWARD WILLARD COOK, head of the Editorial Department of Moffat, Yard & Company, has just returned from Europe, where he has completed arrangements for the bringing out of a number of new publications by his house in this country.

WILLIAM C. LENGEL, formerly in charge of the editorial and promotion work for Cosmopolitan Book Corporation, is to be managing editor of *Hearst's Magazine*. Mr. Lengel's place with Cosmopolitan Book Corporation has been taken by Lee D. Brown, formerly editor of *People's Magazine* (Street & Smith), and previous to that of the editorial staff of the *New York Times*. Mr. Lengel, in collaboration with Leroy Clemons and Thomas Grant Springer, has just had a play accepted by A. H. Woods, and Mr. Woods is said to be planning to produce this during the coming fall, with Pauline Frederick in the leading rôle.

W. P. BLESSING, manager of the Chicago branch of the Presbyterian Board of Publication, sails for England April 16th on a six weeks' trip of deserved rest. Mr. Blessing's development of the Chicago business has been marked by a most successful handling of the mail-order and catalog business in the religious field.

Business Notes

CHICAGO.—The Radical Book Shop is moving to a new and larger store at 826 North Clark Street on May 1.

CLEVELAND, O.—The Arthur H. Clark Co., formerly located in the Caxton Building, has removed to larger and more convenient quarters at 4027-4035 Prospect Avenue.

LOS ANGELES, CAL.—Kuttner's Bookstore, at 115-117 S. Spring Street, has been sold to Harriet and Theodore Mercer.

NEW YORK CITY.—Luckhardt & Belder, 10 West Forty-fifth Street, are now the American representatives for the Universal Edition of classics, music, books, scores and librettos, which are published in Leipzig.

NEW YORK CITY.—The C. J. Oliphant Advertising Agency, which handles the business of a number of book publishers, has moved from 1 West Thirty-fourth Street to the Printing Craft Building at Thirty-fourth Street and Eighth Avenue.

NEW YORK CITY.—Isaac Mendoza Book Co. will move on May 1 to larger premises, next door, at 15 Ann Street. It occupied 17 Ann Street for 28 years.

SYRACUSE, N. Y.—The Iroquois Publishing Co. has increased its capital stock to \$120,000.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, George Burton

Constitutional history of England. 518 p. (1½ p. bibl.) O (American historical ser.) [c. '21] N. Y., Holt \$5 n.

Partial contents: The Anglo-Saxon age; Growth of the Constitution and of the Common Law; Parliament versus the king; The making of the cabinet; The rise of democracy; Democratic England.

Adept (The) of Galilee; a story and an argument; by the author of *The Initiate*. 434 p. D '20 N. Y., Dutton \$3.50 n.

This work deals with Jesus Christ as a great Adept, Mahatma, Yogi or High Initiate.

Aldington, Richard, tr.

Medallions in clay. 99 p. O c. N. Y., Knopf bds. \$2 n. [550 copies]

Translations of the Greek and Latin poets of the Augustinian and Renaissance periods.

Alexander, Georgia

The Alexander-Dewey arithmetic; advanced book; ed. by John Dewey. 8+288+16 p. diags. il. maps D c. N. Y., Longmans, Green 88 c. n.

The Alexander-Dewey arithmetic; elementary book; ed. by John Dewey. 7+224+13 p. il. diags. maps D c. N. Y., Longmans, Green 76 c. n.

The Alexander-Dewey arithmetic; intermediate book; ed. by John Dewey. 8+256+15 p. il. diags. il. D c. N. Y., Longmans, Green 80 c. n.

Amar, Jules

The human motor; or, The scientific foundations of labour and industry. 15+470 p. il. tabs. diags. O (Efficiency books) '20 N. Y., Dutton \$10 n.

Attwood, Wallace Walter, and others

Practical map exercises in geography; Eastern hemisphere. 32 p. maps drawing pap. in pocket Q [c. '21] Bost., Ginn pap. 56 c. n.

Baddeley, John F.

Russia in the 'eighties; sport and politics.

12+466 p. front. (por.) maps O '21 N. Y., Longmans, Green \$10.50 n.

A record of the ten years which the author spent in Russia as special correspondent for the *Standard*.

Banks, Theodore H., jr.

Wild geese. [verse] 75 p. D (The Yale ser. of younger poets) c. New Haven, Conn., Yale Univ. Press bds. \$1.25 n.

Banning, Margaret Culkin

Half loaves. 312 p. D [c. '21] N. Y., Doran \$1.90 n.

A novel of American life in the middle-west, in which modern tendencies of marriage and social life are discussed.

Barclay, Wade Crawford

The principles of religious teaching. 132 p. D c. '20 N. Y. and Cin., Methodist Bk. Concern \$1 n.

Barrymore, Blanche Marie Louise Oelrichs, [Mrs. John Barrymore; Michael Strange, pseud.]

Resurrecting life [verse]; with drawings by John Barrymore. 86 p. col. front. pls. D c. N. Y., Knopf \$1.75 n.

Blasco Ibáñez, Vicente

The Mayflower [flor de Mayo]; a tale of the Valencian seashore; tr. from the Spanish by Arthur Livingston. 256 p. [c. '21] N. Y., Dutton \$2 n.

A story of the fisherfolk of Valencia and of their adventures along the shore of a treacherous and uncertain sea.

Blunden, Edmund

The waggoner and other poems. 100 p. D '20 N. Y., Knopf \$1.50 n.

Briarly, Mary

In his own image. 419 p. D c. N. Y., Macmillan \$2.25 n.

A story of American life and the development of the freedom of the American women as they are complicated by the labor problem.

Brisco, Norris Arthur

Retail salesmanship. 278 p. O c. '20 N. Y., Ronald Press \$2 n.

Arkansas. Bureau of Mines, Manufactures and Agriculture

Outlines of the geology, soils and minerals of the state of Arkansas. 182 p. front. il. pors. maps diags. O '20 Little Rock, Ark., Bureau of Mines gratis

Benson, Oscar Herman

Home canning and food thrift. 61 p. front. (por.) il. O (Dept. of Farms and Markets, bull. no. 130) '20 Albany, N. Y., New York (State) Div. of Agriculture pap. gratis

Bryant, Marguerite [Mrs. Philip Munn]

A courageous marriage. 224 p. D c. N. Y., Duffield \$1.90 n.
A mystery story.

Bryce, James Bryce, Viscount

Modern democracies; 2 v. 14+508; 6+676 p. O c. N. Y., Macmillan \$10.50 n.

Partial contents: Considerations applicable to Democratic government in general; Some Democracies and their workings; Switzerland, France, Canada, Australia, New Zealand, and the United States.

Burgess, Thornton Waldo

Lightfoot the deer; with il. by Harrison Cady. 8+205 p. col. front. col. pls. O (Green forest ser.) c. Bost., Little, Brown \$1.75 n.

This volume starts a new series of animal stories for little children, each volume will deal with some particular animal who spends his life in the forest.

Chekhov, Anton Pavlovich

The schoolmistress; new ed., tr. by Constance Garnett. 305 p. D c. N. Y., Macmillan \$2.25

Carrington, Herbert C., and Holzwarth, Charles

German composition; with notes and vocabularies. 138 p. front. D (Heath's modern language ser.) [c. '21] Bost., Heath \$1.12 n.

Clements, Mrs. Edith Gertrude Schwartz

Flowers of mountain and plain; 2nd ed., enl. 2+79 p. col. front. col. pls. O c. '20 N. Y., H. W. Wilson Co. \$2.75 n.

Cobb, Thomas

The impossible Apollo. 299 p. D N. Y., J. Lane \$2 n.

An after-the-war story of middle-class people in England.

Coburn, Frank Warren

The battle on Lexington common, April 19, 1775; consisting of an account of that action now first published and a reprint of my lecture entitled Fiction and truth about the Battle of Lexington common, pub. in 1918; also a complete roster of Capt. John Parker's company; a list of the seventy-seven men who were with him that morning; and a list of the eight men who are known to have returned the British fire. 60 p. front. pls. facsms. D c. Lexington, Mass. [Author], 31 Percy Rd. \$2.50 n. [294 copies].

Collamore, Gilman & Co., Inc.

Traditions and old china; [cover title: China and pottery marks]. 36 p. il. S [c. '20] N. Y., Collamore, Gilman & Co., 15 E. 56th St. 75 c. n.

Marks of china from Germany, Austria, Russia, Poland, Denmark, Switzerland, Italy, Spain, England, France and Sevres.

Conover, Lee

Gilbert signal engineering; complete and thorough instructions in all forms of signaling for boys; prepared under the direction of A. C. Gilbert. 116 p. il. pls. (part col.) diagrs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: General service code and its uses; Semaphore system; Sound and flashlight systems; Telegraphy, radio-telegraphy and telephony; Maritime signaling; U. S. Navy flag signals; How to make signal apparatus.

Conroy, Joseph P.

A mill town pastor; the story of a witty and valiant priest. 226 p. D c. N. Y., Benziger Bros. \$1.75 n.

A true story of a priest in an American town.

Cook, Luella Bussey

A project book in business English. 8+215 p. (7 p. bibl.) D [c. '20] N. Y., Holt \$1.28 n.

Partial contents: Imagination in business; The positive attitude of mind; Advertising and salesmanship; The business student's reading.

Cushing, Harry Cooke, jr.

The electric vehicle hand-book; officially adopted by the Electric vehicle section of the National electric light association. [New ed.] 350 p. il. S c. '20 N. Y., [Author], 25 Broad St. leath. \$3

Dana, Charles Loomis

Text-book of nervous diseases for the use of students and practitioners of medicine; 9th ed. 10+655 p. il. (part col.) pls. (part col. and fold.) diagrs. O c. '20 N. Y., W. Wood & Co., 51 Fifth Ave. \$6.50 n.

Dante, Alighieri

The divine comedy of Dante Alighieri; tr. by Charles Eliot Norton; complete ed., three v. in one. 24+274 p. D [c. '20] Bost., Houghton Mifflin \$3 n.

Clapp, Charles Horace

Geology of the igneous rocks of Essex Co., Mass. 132 p. pls. tabs. (part fold. in pocket) fold. col. map in pocket O (Dept. of the Interior, U. S. Geol. Survey; bull. 704) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 30 c.

Crain, Thomas C. T.

Some pleas for adequate religious instruction for the young; [address delivered at a public meeting, Bd. of Education, N. Y., Nov. 15, 1920; on the question of dismissing pupils from the public schools at 2 p. m. on Wednesday of each week for the purpose of receiving religious instruction]. 32 p. D N. Y. & Cin., The Abingdon Press pap. gratis

Cushman, Joseph Augustine

American species of operculina and heterostegina and their faunal relations; and A new species of

orthophragmina from Louisiana. various paging pls. Q (Dept. of the Interior, U. S. Geol. Survey, professional pap. 128-E) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Dadourian, Ruth McIntire

Party machinery; the caucus and covention system of Connecticut. 14 p. facsms. T [c. '20] Hartford, Conn., Connecticut Woman Suffrage Assn., 721 Main St. pap. 10 c. n.

Dall, William Healey

Summary of the marine shellbearing mollusks of the Northwest coast of America, from San Diego, Cal., to the Polar Sea; mostly contained in the collection of the United States National Museum; with il. of hitherto unfigured species. 217 p. pls. O (Smithsonian Inst., U. S. Nat. Museum, bull. 112) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Davies, Mary Carolyn

The husband test; front. by Elizabeth Pillsbury. 259 p. D c. Phil., Penn Pub. Co. \$2 n.

A story of a young woman who had difficulty in choosing a husband, and puts them to a test. The scene is laid in Greenwich Village, N. Y.

Davis, Edward H.

Early cremation ceremonies of the Luiseño and Diegueño Indians of Southern California. various paging S (Indian notes and monographs, v. 7, no. 3; a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Dewey, Evelyn, and others

Methods and results of testing school children; manual of tests used by the psychological survey in the public schools of New York city; including social and physical studies of the children. 9+176 p. il. pls. diagrs. O [c. '20 N. Y., Dutton \$5 n.

Du Picq, Col. Ardant

Battle studies; ancient and modern battles; tr. from the 8th ed. in the French by John N. Greely and Robert C. Cotton; [preface by Frank H. Simonds; introd. by Ernest Judet]. 21+273 p. front. (por.) D c. N. Y., Macmillan \$2.50 n.

Edson, David Orr

Getting what we want; how to apply psychoanalysis to your own problems. 286 p. O [c. '21] N. Y., Harper \$2.25 n.

Partial contents: The mind as a machine; From archaic to social; The psychic censor; Blondes and brunets; Life formulas and hungers; Brain patterns and the chemistry of action; Blond and brunet chart.

Edgerton and Bartholomew

Business mathematics. 300 p. O c. N. Y., Ronald Press \$2 n.

Eliot, Frederick May

The unwrought iron; an introd. to religion; teacher's ed. 12+3+274 p. D (The Beacon course of graded lessons) c. '20 Bost., The Beacon Press, 25 Beacon St. \$1.35 n.

Eliot, Thomas Stearns

Sacred wood; essays on poetry and criticism. 200 p. D '21 N. Y., Knopf \$2.50 n.

Elton, Oliver

A survey of English literature; 1780-1880; new ed.; 4 v. various paging O '20 N. Y., Macmillan \$16 n.

Evarts, Hal George

The yellow horde; with il. by Charles Livingston Bull. 227 p. front. pls. D c. Bost., Little, Brown \$1.75 n.

A novel of the Northwest, in which the adventures of a coyote play the main part.

Field, Walter Taylor

The Field primer; il. by Maginel Wright

Enright. 132 p. col. il. D [c. '21] Bost., Ginn 68 c. n.

Fletcher, Joseph Smith

The Chestermarke instinct. 307 p. D c. N. Y., Knopf \$2 n.

A mystery story, dealing with the extraordinary disappearance of the manager of a country bank.

Fowler, Henry Thatcher

Great leaders of Hebrew history from Manasseh to John the Baptist. 280 p. il. D c. '20 N. Y., Macmillan \$2.50 n.

Fresenius, Karl Remigius

Introduction to qualitative chemical analysis; 17th ed. of the original work; tr. by G. Ainsworth Mitchell. 954 p. il. O '21 N. Y., Wiley \$8 n.

Fry, Harry Shipley

The electronic conception of valence and the constitution of benzene. 18+300 p. diagrs. tabs. O (Monographs on inorganic and physical chemistry) '21 N. Y., Longmans, Green \$5 n.

Galeno, Oscar

Spanish; bk. 1; [giving a detailed explanation of the fundamentals of the Spanish language, both in Spanish and English]. 17+267 p. diagrs. nar. D (Galeno natural method, a conversational system of teaching languages) [c. '13-'21] N. Y., Gregg Pub. Co. \$1.80 n.

Gardiner, Florence Herrick, comp.

Limericks; [il. by the compiler]. no paging front. S '21 c. '08-'21 Phil., Lippincott \$1 n.

Published in 1908 by Bacon & Brown under title "The smile on the face of the tiger."

Gay, Walter

Paintings of French interiors; ed. with an introd. and notes on the plates by Albert Eugene Gallatin. no paging F '20 N. Y., Dutton \$25 n. [950 copies]

Gilbert, Alfred C.

Gilbert carpentry for boys. 85 p. il. diagrs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Instructions for boys to plan, do, and build things.

Gilbert chemical magic; a presentation of original and famous tricks in conjuring accomplished by the use of chemicals. 61 p. il. diagrs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert coin tricks for boys; designed to teach coin conjuring to boys in a simple manner and to provide entertainment of an unusual character. 60 p. il. diagrs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Doyle, Edwin Adams

War pieces [verse]. 20 p. D [c. '20] Winchester, O., The School Journal pap. 35 c.

Ferguson, Jim G.

Outlines of the geology, soils and minerals of the state of Arkansas. 182 p. front. (col. map) pls.

tabs. maps O '20 Little Rock, Ark., State Bu. of Mines, Manufactures and Agriculture pap. apply

Fitzpatrick, John C., ed.

Annual report of the American Historical Association for the year 1918; in 2 v.; v. 2, The autobiography of Martin Van Buren. various paging O (House document no. 819; 66th Congress, 2nd session) Wash., D. C., Gov. Pr. Off., Supt. of Doc. \$1

Gilbert, Alfred C.—[Continued]

Gilbert handkerchief tricks for boys; provides instruction in tricks made famous by well-known artists and furnishes a novel entertainment for any program. 81 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert knots and splices; with rope-tying tricks; explains methods of knot tying and reveals rope tricks made famous by great artists. 82 p. il. diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Gilbert sound experiments; a new and fascinating play for boys. 94 p. il. plans diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Origin of sound; Transmission of sound; Reflection, refraction, interference and resonance; Modern inventions.

Gilbert weather bureau; meteorology; for boys. 84 p. il. diags. maps S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Humidity; Kinds of winds; Atmospheric disturbances; Historical facts.

Gilbert, Alfred C., and Stone, H. D.

Gilbert magnetic fun and facts. 106 p. il. diags. tabs. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: A sea fog; Electro-magnetism; Magnetic toys and tricks; How to make magnets.

Gooch, George Peabody

The life of Lord Courtney. 626 p. il. O '20 N. Y., Macmillan \$7 n.

Goodhue, Edward Solon

Under the silver moon [verse]; [2nd rev. and limited ed.]. 32 p. O '20 Molokai, Hawaii, You Bet Pub. Co., The Stockade bds. \$1.25 n.

Poems of nature and life in the tropics.

Gore, James Howard, comp.

American legionnaires of France; a directory of the citizens of the United States on whom France has conferred her national order, the Legion of honor; [new ed.]. 9+451 p. D c. '20 Wash., D. C., W. F. Roberts Co., 1514 H. St., N. W. \$5 n.

Gourio, E.

The direct method of teaching French. 163 p. D [c. '21] Bost., Houghton Mifflin pap. 80 c. n.

Gray, James

Spiritism and the fallen angels. 148 p. D [c. '20] N. Y. & Chic., Revell \$1.25 n.

Grimshaw, Robert

The modern foreman. 14+190 p. O c.

N. Y., Biddle Business Pub. \$2.50 n.

Practical shop talks to foremen covering efficiency, production, welfare, duties, factory methods, and what a good foreman should know about his own imagination, energy, judgment, mechanical knowledge and reading.

Grossmith, George, and Grossmith, Weedon

The diary of a nobody; il. by Weedon Grossmith, and a memoir of the two brothers by B. W. Findon. 300 p. D c. N. Y., Knopf \$2.50 n.

Haldeman-Julius, Mr. and Mrs.

Dust. 251 p. D [c. '21] N. Y., Brentano's \$1.75 n.

A story of life in the Middle West.

Hall, Jarvis

Through Mocking Bird Gap; front. by Joseph M. Clement. 303 p. D c. Phil., Penn Pub. Co. \$2 n.

The story of the life of an American mutilé, who goes to the Mexican border after the great war, thinking that his life is useless owing to his physical handicap, and of the way in which he acquitted himself in an emergency.

Hatfield, Wilbur W.

Business English projects. 303 p. D c. N. Y., Macmillan \$1.20 n.

Hay, Corinne

Light and shade 'round gulf and bayou. 222 p. front. il. D [c. '21] Bost., Roxburgh Pub. Co. \$1.50 n.

Seven stories of life in the Southwest.

Hemeling, K.

English-Chinese dictionary of the standard Chinese spoken language; and Handbook for translators; including scientific technical, modern, and documentary terms; based on the dictionary of the late G. C. Stent, pub. 1905 by the Maritime customs. 6+1726 p. O N. Y., G. E. Stechert 1/2 leath. 15 n.

The author was Commissioner of Chinese Maritime Customs at Peking.

Herodotus

Herodotus; with an English tr. by A. D. Godley; in 4 v., bks. 1 and 2. 503 p. fold. map S (Loeb classical lib.) '21 N. Y., Putnam \$2.25 n.

Heye, George Gustav

A Mahican wooden cup. 18 p. front. pls. S (Indian notes and monographs, v. 5, no. 2, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Holland, Henry Scott

Henry Scott Holland; memoir and letters; ed. by Stephen Paget. 12+336 p. front. (por.) pls. pors. O '21 N. Y., Dutton \$6 n.

Dr. Holland was Oxford regius professor of Divinity in Oxford Canon of St. Paul's.

Hess, Frank Lee

Tungsten in 1918. various paging (9 1/2 p. bibl.) tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Harper, Samuel Alain

The law of workmen's compensation; the Workmen's compensation act; with discussion and annotations, tabs. and forms; 2nd ed.; [first pub. in 1914 under title The law of workmen's compensation in Illinois. 20+697 p. O c. '20 Chic., Callaghan & Co., 401 E. Ohio St. buck. \$10 n.

Hunt, H. Ernest

The influence of thought on health, wealth and happiness. 8+238 p. D '20 Phil., McKay \$1.75 n.

Essays which are aimed to help business people to acquire a happy life thru correct thinking.

International Correspondence School Staff

How to use the steel square; pub. by arrangement with the International Correspondence Schools, Scranton, Pa. 79 p. diags. O '21 c. '07-'08 Phil., McKay \$1.50 n.

Iskandar, Abkariyus

The Lebanon in turmoil; Syria and the powers in 1860; Book of the marvels of the time concerning the massacres in the Arab country; tr. and annotated and provided with an introd. and conclusion by J. F. Scheltema. [Der-el-Kamar massacre of 1860.] 203 p. O (Yale oriental ser., researches, v. 7) c. '20 New Haven, Conn., Yale Univ. Press \$6.50

Jenks, Arthur Whipple, D.D.

The use and abuse of Church history; six lectures [delivered at the Summer school for clergy in Albany in 1913]. 106 p. O ['19] N. Y., E. S. Gorham pap. 60 c. n.

Kelly, Florence Finch

The Dixons; a story of American life through three generations. 330 p. D [c. '21] N. Y., Dutton \$2 n.

A novel of American family life as influenced by the trend to move westward, which followed the Civil War.

Kilmer, Joyce

The circus; and other essays and fugitive pieces; ed. with introd. by Robert Cortes Holliday. 10+311 p. O [c. '21] N. Y., Doran bds. \$2.50 n.

The last of the literary legacy of Mr. Kilmer, which have here been collected from various sources.

Kline, Burton

The gallant rogue; with front by F. Vaux Wilson. 318 p. D c. Bost., Little Brown \$1.90 n.

A story of French court life during the reign of Louis XVI.

Laselle, Mary Augusta, ed.

The joy in work; ten short stories of to-day. 16+180 p. D c. '20 N. Y., Holt 92 c. n.

Leighton, K. W.

Gilbert civil engineering [and] surveying for boys; prepared under the direction of A. C. Gilbert. 93 p. il. diags. maps plans S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Noted civil engineers and their work; Surveying instruments: Laying off angles on the ground; Leveling; Methods of finding North; Diagrams of various playing fields.

Lindlahr, Henry

The true nature and source of vitamins or life elements. 57 p. D (Natural therapeu-

tics booklets) [c. '21] Chic., The Lindlahr Pub. Co., 509 S. Ashland Blvd. pap. 50 c.

Partial contents: Who discovered the vitamins or life elements?; Relationships of mineral salts to vitamins; The fallacy of the calory; How to charge foods with mineral elements and vitamins.

Livingston, Florence Bingham

The custard cup. 6+296 p. D [c. '21] N. Y., Doran \$1.90 n.

A humorous novel of every day folks.

Lynde, Carleton John

Gilbert hydraulic and pneumatic engineering. 144 p. il. diags. plans S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

A book for boys in which they may learn the uses of water and air, and what they mean to us.

Gilbert light experiments for boys. 126 p. il. plans diags. S [c. '20] New Haven, Conn., The A. C. Gilbert Co. \$1 n.

Partial contents: Fun with bright sunlight; The "why" of curved mirrors; Fun at night; Optical instruments.

May, Percy

The chemistry of synthetic drugs; 3rd ed., rev. 11+428 p. diags. tabs. O '21 N. Y., Longmans, Green \$4.25 n.

Millay, Edna St. Vincent

Aria da capo; a play in one act. 24 p. sq. D (The Chapbook, no. 14) '20 N. Y., Frank Shay, [Import.] pap. 75 c. n.

This play was formerly produced by The Provincetown Players' Theatre, N. Y., The Boston Community Players and other performers.

Mitchell, Edith

Betty, Bobby and Bubbles; il. by Janet Laura Scott [verse]. no paging col. front. col. pls. D (Sunny book) [c. '21] Chic., Volland bds. 75 c. n. bxd.

Morton, David

Ships in harbour [verse]. 11+99 p. D c. N. Y., Putnam bds. \$1.75 n.

Many of these poems have appeared in *The Bookman*, *N. Y. Evening Post*, *The Forum*, *The Nation* and other papers.

Much, Hans, ed.

Tuberculosis of children; its diagnosis and treatment; tr. by Dr. Max Rothschild. 156 p. O c. N. Y., Macmillan \$2.50 n.

This volume presents the results of the co-ordinated efforts of Dr. Much and George Deycke, of Hamburg, of the new treatment of tuberculosis.

Murdock, Victor

Folks. 220 p. D c. N. Y., Macmillan \$2 n.

Fifty-one short stories of "folks" in the American West.

Muzzey, David Saville

Readings in American history; rev. ed. 27+604 p. D [c. '15-'21] Bost., Ginn \$2.40 n.

Newton, Alma [Mrs. Alma Newton Anderson]

Shadows. 81 p. D c. N. Y., J. Lane \$1.50 n.

A series of impressionistic sketches.

Insley, Herbert

Mica in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Salt, bromide and calcium chloride in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Ogden, George Washington

The flockmaster of Poison Creek; front. by P. V. E. Ivory. 315 p. D c. Chic., McClurg \$1.90 n.

A story of the early days in the sheep country of America's unsettled West

Ordway, Edith Bertha

The etiquette of today; rev. and enl. 7+242 p. D [c. '13-'20] N. Y., G. Sully & Co., 373 Fourth Ave. \$1.25 n.

O'Reilly, Elizabeth Boyle

How France built her cathedrals; a study in the 12th and 13th centuries; il. with drawings by A. Paul De Leslie. 11+611 p. front. pls. O [c. '21] N. Y., Harper \$6 n.

A history of the great French cathedrals, of the people who built them and why they were built. Index.

Parker, Geroge William

Elements of mechanics; with numerous examples for the use of schools and colleges; 2nd ed., rev. and enl. 9+270 p. diagrs. tabs. O '21 N. Y., Longmans, Green \$2 n.

Perry, Ernest John

The raw materials of perfumery; their nature, occurrence and employment. 112 p. il. pls. tabs. D (Pitman's common commodities and industries) N. Y., Pitman \$1 n.

A study of perfume materials in general, along with plant, animal and artificial perfume materials. Index.

Phillips, R. Randal

The book of bungalows. 160 p. pls. plans tabs. O '20 N. Y., Scribner bds. \$2.75 n.

Bungalows as built in England.

Plato

Plato; with an English tr. by H. N. Fowler; v. 2, Theaetetus [and] The sophist. 459 p. S (Loeb classical lib. no. 123) '21 N. Y., Putnam \$2.25 n.

Quintilianus, Marcus Fabius

The institutio oratoria of Quintilian; with an English tr. by H. E. Butler; in 4 v.; v. 1. 543 p. S (Loeb classical lib.) '21 N. Y., Putnam \$2.25 n.

Rankin, Thomas Ernest

American writers of the present day; 1890-1920; 2nd ed., rev. and enl. 186 p. D c. '20 Ann Arbor, Mich., George Wahr \$1.35 n.

Reccord, Augustus P.

Who are the Unitarians?; eight sermons delivered at the request of and published by the Board of Trustees of the First Unitarian church of Detroit, Mich. 5+134 p. D c. '20 Bost., The Beacon Press \$1.50 n.

Reely, Mary Katharine, and Rich, Pauline H.

The book review digest; 16th annual cumulation; reviews of 1920 books. 657 p. Q '21 N. Y., H. W. Wilson \$5 n.

Reeve, Sidney Armor

Modern economic tendencies; an economic history of America. 25+871 p. O [c. '21] N. Y., Dutton \$12 n.

A study of the evolution of American economics from the early part of the 19th century down to the entrance of this country into the Great War.

Reid, Sydney [Robert Charles Forneri, pseud.]

How Sing found the world was round; il. by Katherine Sturges Dodge. no paging col. front. col. pls. D (Sunny book) [c. '20] Chic., Volland bds. 75 c. n. bxd.

A Chinese story for little children.

Rice, Mrs. Bertha Marguerite, and Rice, Roland

Popular studies of California wild flowers; [with il. from photographs]. 127 p. O c. '20 Saratoga, Cal., Mrs. B. M. Rice \$2.50; Ed. de Luxe \$10 [hand col.]

National (The) Committee for Better Films, comp.

Selected pictures for the family program, young people and special entertainments; Jan. 1, 1920, to Dec. 31, 1920; [Formerly pub. under title: A garden of American pictures]. 16th to 20th quarterly cat. issued Jan., 1921. 23 p. O [c. '21] N. Y., The Nat. Bd. of Review of Motion Pictures; Social Service Dept. pap. 25 c.

National Industrial Conference Board

The cost of living among wage-earners; Cincinnati, O., May, 1920. 18 p. O (Special report no. 13) [c. '20] N. Y., National Indust. Conference Bd. pap. 50 c. n.

The cost of living among wage-earners; Worcester, Mass., June, 1920. 20 p. O (Special report no. 16) [c. '20] N. Y., National Indust. Conference Bd. pap. 50 c. n.

Unwarranted conclusions regarding the eight-hour and ten-hour workday; a critical review of a Comparison of an eight-hour plant and a ten-hour plant; U. S. Public Health bull. no. 106. 21 p. O c. '20 N. Y., National Indust. Conference Bd. pap. 75 c. n.

Ohio. Dept. of Investigation and Statistics

Union scale of wages and hours of labor in Ohio on May 15, 1920. 38 p. tabs. O (Industrial Commission of Ohio, report no. 39) '20 Columbus, O., Dept. of Investigation and statistics pap. apply

Ohio. Laws, Statutes, etc.

The general code of Ohio; rev. compact ed., including all laws of a general nature in force January 1, 1921; with notes showing the legislative history of each section; also cross-references to kindred sections; ed. and rev. by William Herbert Page; 4 v. various paging O c. '21 Cin., The W. H. Anderson Co., 524 Main St. \$30 n.

Priestley, Herbert Ingram

Modern Mexican history. 36 p. O (Inst. of International educ., International relations clubs syllabus, 6) '20 N. Y., The Inst. of International Educ. pap.

Red Cross. U. S. American Nat. Red Cross

Annotated subject index and order list of books and pamphlets; including government reports on maternity and child welfare in England and Scotland. 181 p. O (A. R. C. circular no. 1011) [c. '20] Wash., D. C., The American Red Cross pap. gratis

Rider, Richard Price

Memoirs, life and influence of Dr. and Mrs. Joseph Cowgill Maple; a résumé of Baptist activities in Missouri during the sixty years, 1857-1917, of Dr. Maple's influence; the funeral sermon by H. E. Truex; appreciations by sympathetic friends; selections from the writings of Dr. and Mrs. Maple. 187 p. il. pls. pors. O '20 Jefferson City, Mo., Hugh Stephens Pr. Co. bds. \$1.25 n.

Rihani, Ameen F.

The path of vision; pocket essays of East and West. 195 p. D c. N. Y., James T. White & Co., 70 Fifth Ave. \$1.50 n.

Partial contents: Minds and monominds; Touring and commuting; The question of Pontius Pilate; Mine own country; The Oriental heritage; Citizen and Yogi; The lying Oriental.

Ross, John Jacob

The kingdom in mystery. 379 p. D [c. '20] N. Y. & Chic., Revell \$2.50 n.

Rostand, Edmond Eugene Alexis

Cyrano De Bergerac; comédie héroïque en cinq actes; ed. with introd., notes and vocabulary by Oscar Kuhns and Henry Ward Church. 13+255 p. front. D [c. '99-'20] N. Y., Holt 96 c. n.

Sallust, Gaius Sallustius Crispus

Sallust; with an English tr. by J. C. Rolfe. 22+534 p. S (Loeb classical lib. no. 116) '21 N. Y., Putnam \$2.25 n.

Schreker, Franz

Der schatzgräber; oper einem vorspiel; vier aufzügen und einem nachspiel. [A libretto.] 83 p. D (Universal ed. no. 6137) N. Y., Luckhardt & Belder, 10 W. 45th St. pap. 60 c. n.

Meiner lieben mutter gewidmet; die gezeichneten; oper in drei aufzügen. [A libretto.] 82 p. D (Universal ed. no. 5691) N. Y., Luckhardt & Belder pap. 60 c. n.

Schwartz, Eugene B.

A practical guide for notaries public and commissioners of deeds of New York; setting forth the powers and duties of these officers, terms, appointment, fees; their liabilities, civil and criminal; showing forms of acknowledgments, individual, man and wife and corporation used or required in every state of the United States; together with other requirements, and information of interest and value in connection with their official acts; rev. ed.; [including foreign instruments: what should be done with them, Foreign consuls in New York; their addresses and office hours]. 99 p. forms D [c. '21] N. Y., Cooper Pub. Co., 121 E. 11th St. \$2 n.

Severance, Henry Ormal, comp.

A guide to the current periodicals and serials of the United States and Canada; 4th ed., 1920. 564 p. O '20 c. '06-'20 Ann Arbor, Mich., George Wahr \$6 n.

Slauson, Harold Whiting

First aid to the car; or, Highway hints and helps; guide to road-side repairs and improvised replacements. 225 p. S [c. '21] N. Y., Harper \$1.50 n.

What to do when the engine will not start, stops, misses, loses power, knocks, overheats, when the brakes won't work, when the running gear is broken, when the mud is deep and other information for all who are interested in automobiles.

Soper, Edmund Davison

The religions of mankind. 344 p. O [c. '21] N. Y. & Cin., Abingdon Press \$3 n.

Partial contents: The nature of religion; Animistic religion; Egypt and Mesopotamia; Greece and Rome; Hinduism; Buddhism; The religion of the Chinese; The religion of Japan; Judaism; Moham-medanism; Christianity.

Speck, Frank Gouldsmith, and Heye, George Gustav

Hunting charms of the Montagnais and the Mistassini. 19 p. pls. S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation apply

Stacpoole, Henry De Vere

Satan; a romance of the Bahamas. 305 p. D '21 c. '20 N. Y., McBride \$2 n.

A story of a sunken treasure, of a chart mysteriously obtained and coveted by a group of scoundrels and of battles upon the sea.

Stetson, Mrs. Augusta Emma Simmons

Poems; written on the journey from sense to soul; il. in photogravure; 4th ed. 132 p. front. pl. music T '21 c. '10-'20 N. Y., Putnam \$2 n.

Strange, Michael. See Barrymore, Blanche**Street, Elwood**

Sympathy and system in giving. 161 p. nar. S (International social science ser.) c. Chic., McClurg \$1 n.

A survey of modern welfare activities in which the questions of administration costs, duplication of efforts, unworthy cases and kindred subjects are discussed.

Stringer, Arthur John Arbuthnott

The wine of life. 389 p. D c. N. Y., Knopf \$2 n.

A love story of New York's Bohemia.

Teale, Oscar Schutte

Higher magic; magic for the artist. 402 p. front. il. diagrs. O c. '20 N. Y., Adams Press Print, 240 B'way \$5 n.

Detailed information for the professional prestidigitator who is looking for new material.

Tietjens, Eunice Strong Hammond [Mrs. Paul Tietjens]

Jake. 221 p. D [c. '21] N. Y., Boni & Live-right \$2 n.

The story of a self-made man, of the Mississippi Valley.

Warren, William Henry

Engineering construction; pt. 1, In steel and timber; 3rd ed. 14+486 p. diagrs. tabs. plans (part fold.) O '21 N. Y., Longmans, Green \$10 n.

Zwerenz, Karl Georg

Der goldschmied von Toledo; romantische oper in einem vorspiel und zwei akten; musik von Jacques Offenbach; musikalische bearbeitung Julius Stern und Alfred Zamara. [A libretto.] 81 p. D (Universal ed. no. 6181) N. Y., Luckhardt & Belder pap. 60 c. n.

The Publishers' Weekly

62 West 45th Street, New York

Subscription Rates

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Quarter Page	15.00
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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small un-displayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Concerning the Next "Trade List Annual"

To Publishers:—

In order to allow all publishers ample time in which to prepare their catalogs for insertion in the Trade List Annual for 1921 (ready August 31st) we are now mailing to contributors the customary instructions and shipping directions. Publishers whose lists did not appear in the Annual for 1920 are especially urged in the interest of the booksellers and librarians to have them ready in time for this year's Annual.

We remind publishers of smaller lists, not hitherto represented in the Annual, that this publication is of even more proportional importance to them than to the large publishers who are always represented, since retail booksellers are less likely to have knowledge of their books when a customer makes inquiries. Publishers who have but a few books, or who issue no catalog, can have their list printed by us at small cost. Write us for terms.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE London *Mercury* says that "no recent centenary, excepting Shakespeare, has attracted so much attention as that of Keats."

The British Museum is preparing an extensive exhibition relating to Dante and early Italian literature in commemoration of the great Italian poet's sixth centenary.

An exhibition of etchings and dry points by Vans Gravesande will be on view during this month at the galleries of Arthur H. Harlow & Company, Fifth Avenue print dealers.

Since Henry E. Huntington is now turning his attention to collecting the first editions of worth-while modern authors, his example may stimulate others to activity in this field.

Dr. Rosenbach is reported by *The Bookman's Journal* to have said that the condition of business in the rare book-trade at the present time is better than in almost any other line of trade.

It is reported that William Brown, the Edinburgh bookseller, has recently received a bundle of manuscript from California which has proved to be a further instalment of Robert Louis Stevenson's "Weir of Hermiston."

One of four authenticated complete issues of *La Libre Belgique* with accompanying certificates and inscribed photograph of Cardinal Mercier, will be sold for the benefit of the University of Louvain at the American Art Galleries, April 21.

The growth of interest in fine prints, which has been so rapid in recent years, is by no means confined to New York. Collections of more than ordinary size and quality are being formed in Boston, Philadelphia and Chicago. Many important collectors are also to be found in the smaller cities.

German catalogs filled with descriptions of rarities of incunabula and early printing, prepared with the scholarly detail characteristic of German catalogers, are now finding their way regularly to collectors in this country. The German rare book-trade is said to have been one of the quickest of all lines of business to recover after the war.

Twenty-five papers, all signed book reviews from either the *North American Review* or *The Nation*, written by Henry James, in the early 'sixties, when about twenty-one years of age, will shortly be published in a limited edition by the Dunster House Bookshop, of Cambridge, Mass.

The "Autobiography of Martin Van Buren," recently published by the American Historical

Association at the Government Printing Office, Washington, is being generally hailed by critics and historical students as one of the most important additions to American historical literature made in recent years. It will rank in importance as one of a half dozen of the most important autobiographies published in this country.

The private library of Professor Milyukov, formerly professor of history at the University of Moscow, is one of the few great collections of Russian books that have become the property of the Leland Stanford University. This collection is said to be one of the most complete in existence on Russian literature. It was hidden at Helsingfors during the war and has only recently been shipped to America.

Wall's Etched Monthly, the first all etched magazine, is one of the latest novelties in the art field. Sketches from life of Mark Twain, Gilbert K. Chesterton and others have recently appeared. A forthcoming number will contain an etching of James F. Drake with an article by him on first editions. The magazine contains regularly five picture plates together with seven pages of text, all printed by hand from copper plates, numbered, signed by the artist, and limited to 125 copies.

Books, prints, autograph letters, relics and works of art relating to Napoleon and the Island of St. Helena, the property of Dr. Silk and Field Marshal Lord Grenfell, and including documents relating to Napoleon at St. Helena; views of the Island and portraits of the Emperor; miniatures, medals and cameos; a marshal's baton said to have belonged to Soult; a lock of the Emperor's hair, and other relics, will be sold at Sotheby's, in London, May 5.

The longest and most important manuscript of the poet Shelley offered for sale in recent years, the original draft of "A Philosophical View of Reform," consisting of 201 pages and including one of the best landscape drawings done by the poet, was purchased by Dr. Rosenbach, at Sotheby's, April 6. The date when the manuscript was completed is unknown, but it is first mentioned in a letter in 1820. It was not printed, however, until last year.

The London *Times*, in discussing the recent sale of Britwell selections at which Dr. Rosenbach secured nearly the whole of the collection, declared it to be "the sensation of the season as far as it has gone," and adds, "no one can, however, view the departure of these books from our shores without a feeling of deep regret and disappointment that English collectors and institutions did not put up even a better fight than they did. Dr. Rosenbach in this sale is said to have broken all records in

the high percentage of purchases made by a dealer on either side of the Atlantic at a sale of the first importance.

Charles E. Lauriat & Company, of Boston, recently brought to this country a copy of Peter Parley's "Tales of Christmas," in the original green glazed boards, bearing on the fly leaf the following inscription: "Miss Blanche Ainsworth with affectionate regards from Charles Dickens and John Forster." This was the great Christmas book of the year and Dickens put it in his pocket when he went to Bristol to see William Harrison Ainsworth, then an old man who was ill. When leaving, Dickens presented the book to the daughter of the novelist and on the fly leaf wrote the inscription with the exception of the name of John Forster, which was written by Forster. The volume links the names of Ainsworth, Dickens, and his biographer, and, furthermore, it was illustrated by George Cruikshank, who drew the designs for the wood engravings.

Manuscripts, letters and drawings in pen and ink and water color by Robert Fulton, consigned by Mrs. A. T. Sutcliffe and Edward C. Cammann, direct descendants of the great inventor, and autograph letters of Aaron Burr and important documents signed by Washington and other autographic material consigned by Mrs. F. S. Shinn, together with Americana, the property of several owners, will be sold at the Anderson Galleries, April 26 and 27. This is one of the most important sales of the season and contains much material of the greatest importance. The Fulton material contains letters and drawings relating to the torpedo, submarine and steamboat inventions. The Washington items include a pardon granted to ten men who had been indicted for high treason; documents of this character are rarely met with. There are also important lots concerning California, Canada, Benjamin Franklin, Napoleon, the early West, New York City and New England.

Few modern first editions have made a more amazing record than Fitzgerald's translation of "The Rubáiyát of Omar Khayyam." Originally published in 1859, by Bernard Quaritch for a half crown, it was soon reduced to a shilling, then to six pence, and finally the unsold remainder was dumped upon the stand in front of Quaritch's bookshop to be sold at two pence or a penny a volume—authorities differ as to the exact amount. It seems only a few years ago that it began to climb upward from £20. In April of last year the Holden copy brought \$975 at auction in this city. In the last few months three copies have been offered for sale—one in London for £225 and two copies in this country at \$1,200 each. The demand for this rarity so far exceeds any possible supply that still further sensational advances are pretty surely to be made in the near future.

The bibliographical library of M. T. O'Shaughnessy and an English library were sold at the Anderson Galleries, April 4 and 5, bringing \$9,573.60. The Church "Catalogue of Americana," 7 vols., imperial 8vo., New York, 1897-09, brought \$580. This copy belonged to the late Luther S. Livingston, who handled practically every book in the collection and has his marginal notes on many of the leaves. Other lots and the prices which they realized were the following: William Congreve's "Works," 3 vols., 1761, Baskerville edition, \$45; Thomas Bewick's collected works, 5 vols., royal 8vo., Newcastle, 1819-20, large paper copies of the first editions, \$65; David McStauffer's "American Engravers Upon Copper and Steel," New York, 1907, Grolier Club publication, \$65; Brunet's "Manual," 6 vols., Paris, 1860-65, \$42.50; Thomas Pennant's "Of London," 4to, London, 1740, in a Roger Payne binding, \$70; Archbishop Laud's own copy of "The Book of Common Prayer," London, 1638, \$75; Robert Burton's "Anatomy of Melancholy," small folio, Oxford, 1624, the second edition corrected and the first folio edition, \$40; Cruikshank's "London Oddities," original boards, London, 1823, first edition, \$60; Pierce Egan's "Life in London," illustrated by George Cruikshank, 8vo., morocco, 1821, tall copy of the first edition, \$100.

F. M. H.

Catalogs Received

Current literature of the month. (No. 146.) Lemcke & Buechner, 30-32 East 20th Street, New York City.
Family histories: peerage cases, biographies, family papers, private acts, House of Lords cases, etc. (No. 33; Items, 538.) Henry Gray, 1 Churchfield Rd. East, Acton, London, W. 3, England.
Litterature, Romans, Théâtre, Poésies. (No. 46.) Lemcke & Buechner, 30 East 20th Street, New York City.
Livres Anciens Et Modernes En Vente Aux Prix Marqués. (No. 463; Items 641.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
Nieuwsblad Voor Den Boekhandel. (No. 22.) Heerengracht 124/8, Amsterdam, Holland.
Op De Nederlandsche Periodieken Van Algemeenen Inhoud. (No. 2.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
Orientalia Geschichte, Geographie Ethnographie, Altertumskunde Sprache Und Literatur Der Asiatischen Volker. (No. 490; Items 1093.) Karl W. Hiersemann, 29 Königstrasse, Leipzig, Germany.
Selection of books, maps and engravings relating to London. (No. 410; Items 302.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

James Adair, 626 Hennepin Ave., Minneapolis, Minn.
Book of War, by George R. Kirpatrick.
The Limit of Wealth, by Hutchinson.
Life of George B. Weaver.
Genealogy of the Berger Family, by G. Berger.
Any Books by R. L. Jefferson, F.R.G.S., London, Eng.
History of LeSeur, translated by Shea.

W. H. Allen, 3417 Walnut St., Philadelphia
Huelsen, Roman Forum, 2d ed., 1909.
Tarbell, Life of Lincoln.

American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.
Bibliotheca Symbolica Ecclesiae Universalis, Philip Schaff, complete; three volumes.
Complete Set Geikies Hours with the Bible.
Complete Set Vincent's Word Studies, four volumes.
Master of Men.

American Photographic Publishing Co., 428 Newbury St., Boston 17, Mass.

Memoirs of Baroness de Bode, London, 1900.
Historical Anecdotes of Heraldry and Chivalry, Worcester, Eng., 1795.
Lacroix, Manners, Customs and Dress of the Middle Ages, London edition.
Norway, Bohn illustrated edition.
Walker, Beauty in Woman, London edition.

John R. Anderson Co., 31 W. 15th St., New York
Culture's Garland, Eugene Field, original ed., 1887, paper covers.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.
David Crockett, Alta Edition.
David Lloyd, State Worthies, 1665 edition.
Memoirs of A. Campbell, Complete.

William M. Bains, 1213-15 Market St., Philadelphia
Chapter in Erie.
Chandlers, Trial of Jesus.
C. P. A. Questions and Answers, 1914, Bennett & Morton, International Accountancy Society, Detroit.
Brooklyn Daily Eagle Almanac, two copies.
Woodbury, Beauty Culture.
Tit Bits of Irish Humor, N. Y., White.
Forde, Laws of Imitation, Holt.
Jones, Case of Rebellious Susan.
Jackson, Theory and Practice of Handwriting, Harrison.
Hitchcock, Building of a Book, Grafton.
Hart, Preventive Treatment of Neglected Children.
Gossip, Chess Pocket Manual.
Forsyth, Novels and Novelists of 18th Century.
Evans, Old and New Magic.
Brothers, Photography.
Crane, Adventures in Common Sense.

Wm. Ballantyne & Sons, 1409 F Street Northwest, Washington, D. C.

Faraday, Researches in Electricity.

Barnie's Bookery, 729 E. St., San Diego, Cal.
Bass, Sam., Life of.
Cocroft, Susan, Beauty or Duty.
Jackson, H. H., Ramona, any quantity, 75c. pp.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Growth of British Policy, by Seely.
Whistler, Barcher.
Wendall's Duchess Emilia.
Fly Rods and Fly Tackle, by Wells.
Autobiography of Thomas C. Platt.
Wilson, G. C., The Hague Arbitration Cases.
Moody, John, The Railroad Builders.
Bryan, W. J., The First Battle, 1897.
Cleveland, Grover, Presidential Problems.

N. J. Bartlett & Co.—Continued

Ripley, W. Z., Railroads: Rates and Regulations.
Fish, C. R., Civil Service and the Patronage.
Military Historical Society of Massachusetts, any volumes except 2, 4, 5, 9, 10, 12, 13, 14.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.
Commercial Code, Ar.
Pocket Edition Western Union, Lieber's.
Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.
A Man in the Open, by Roger Pocock.

The Bobbs-Merrill Co., 185 Madison Ave., New York
The River, by Ednah Aiken.

Book Exchange and Art Shop, Houston, Texas
Freemasonry, Anything on or about, except proceedings.
Great Pyramid, Anything on or about.
Will buy anything on above if prices are reasonable.

The Book Shop of the Glass Block, 122 West Superior St., Duluth, Minn.

Log of the North Shore Club, by Alexander, Putnam.
Casual Essays from The Sun, two copies.
Katia, by Tolstoi, French translation.

The Brearley School, 60 E. 61st St., New York
James, Henry, Terminations, Harper.

Brentano's, 5th Ave. and 27th St., New York
George Sand and Her Lovers.
Painted Veils.
Jurgen.
Rollo's Journey to Cambridge.
Fish and Fishing, Frank Forester.
International Encyclopedia, 24 vols.
Works of J. M. Barrie, English Edition, any vols.
Tales Before Supper, Gautier, two copies.
Crown of Success, Tucker.
Mohammed and Islam, Goldziher.
Metrical trans. of Iliad, Chapman.
Women of Florence, De Lungo.
Meditations of Marcus Aurelius, trans. Long, pub. by Collier.
Birds of the Bible, Poster.
Typical Modern Conception of God, Leighton.
Price of Youth, Margery Williams.
State and County School Administration Text Book, Cubberley.
History of American Steam Navigation, Morrison.
Swiss Republic, Wm. Chester.
Pronunciation of English, Jones.
Exploits of June, Fantomas Series.
Shulamite, Kuprin.
Atala, Chateaubriand.
Peacock Feather, Moore.
Crumbs from the King's Table.
Common Law, Chambers.
Mr. Poilu.
Five Years Among Congo Cannibals.
Japan, the Place and the People, Estes.
Statesman's Year Book, 1919.
Ballads and Rondeaux, Chants, etc., White.
Suggestion and Auto Suggestions, Atkinson.
Price of Freedom, Marchmont.
Patrins, Guiney.
Anomities and Curiosities of Medicine, Gould and Pyle.
Gadfly, Voynich.
Interplay, Harraden.
Vandrad the Viking, Clouston.
Adv. of M. d'Haricourt, Clouston.
Our Lady's Inn, Clouston.
Prodigal Father, Clouston.
Circuit Riders Widow, Harris.

BOOKS WANTED—Continued

Brentano's—Continued

Undying Past, Suderman.
The Mother of Washington and Her Times, Pryer.
Art of Aubrey Beardsley, Modern Lib.
French Revolution and English Poets, Hancock.
God of Clay, Bailey.
Curious Punishments of Bygone Days, Earle.
Century Supplement to the Dictionary of Gardening, vol. A to F, Nicholson.
Benedick Kavanaugh, Birmingham.
European and Other Race Origins, Hannay.
Ships and Men, Hannay.
Spain, Hannay.
Irishman Looks at His World, Birmingham.
Studies in Ethnology, Personal Identification, Wilder.
Creole Cook Book.
Physical Education, Sargent.
Rearing Children, Kuhnes.
On Sovereignty, Bliss.
Aluminum, Richards.
Mutineers, Hawes.
Pretty Miss Neville, Croker.
Mifanwy, Burt.
Trans. of Sappho, Carmen.
Life of Captain J. Fry, Walker.
Kingdom of the Unselfish, Peck.
The Brethren, Haggard.
History of U. S., Bassett.
Theory of Color, Chevreul.
Jefferson's University, Patton.
Vocational Printing, Polk.
"Aristotle" Peoples Bks., Taylor.
Untilled Fields, Moore.
Grania, Lawless.
Guncraft, Bruette.
Dictionary of Slang and Colloquial English, Henley.
Art Education for High Schools.
Challenge of the Dead, Graham.
Recording Angel, Harris.
The Rhythm of Life, Patterson.
Tuxedo Reciter, pub. Excelsior, McHale.
Whole Truth About Mexico, Latin Amer. New Assn., Bulver.
Treatise on Poker, Philpotts.
Fractional Distillation, Young.
Happy England, Black Color Series, Allingham.
Stammering and Lipping, Scripture.
Spanish Main, Masefield.
The Inspector General, Gogol.
Abraham Lincoln, His Book facsimile reproduction of original, Davis.
Religion and Medicine, McComb.
Other Side of the Lantern.
People of the Polar North, Rasmussen.
Steamships and Their Story, Chatterton.
The Ottoman Dynasty, Hidden.
The Overland Express.
Addison Broadhurst, Mott.
The New Word, Upward.
History of Indian and Eastern Architecture, Ferguson.
Emperor Akbar, trans. by Beveridge.
History of Persia, Malcolm.
Rhymes to Be Read, Vance.
Thoughts for All Times, Vaughan.
The Business of a Gentleman, Dickinson.
A Bundle of Letters, James.
The Private Life.
Altar of the Dead.
Phinea Redux, Trollope.
Prime Minister, Trollope.
Artie, Ade.
Doc. Horne, Ade.
Fables in Slang, Ade.
Pink Marsh, Ade.
Slim Princess, Ade.
Perfume of Eros.
Madam Sapphira.
Enthralled.
Curtis' Constitutional History of United States.
Von Holst, Constitutional History of United States.
Valentine's History of New York, 1853.
House on the Hudson.
George Sand and Her Lovers.
Memorial Volume to Keats.

Brentano's, F and 12th Sts., Washington, D. C.
Taylor, Tea Machinery.
Deerr, Cane-Sugar.
Wodehouse, Something New.
Lownder, Chink in the Armor.
Carter, Law, Its Origin, Growth, etc.
Cooke, Henry Saint John, Gentleman.
The Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.
Dreiser, First Editions.
Bridgman's Book Shop, 108 Main Street, Northampton, Mass.
Manual of Modern Steam Laundry Work, Ellis Clayton.
Chamber of Peace.
History of the Christian Endeavor Movement.
Weyman, Count Hannibal.
Weyman, Story of Francis Cludds.
Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]
The Border States of Mexico, paper bound books or pamphlets, San Francisco; about 1880.
Burrows Brothers Co., 633 Euclid Ave., Cleveland
The Texican.
Callahan Book and Stationery Co., 164 South Main St., Salt Lake City, Utah
Frederick the Great by Dr. Catt.
Ten Lost Tribes, by Haven.
Library of Universal Literature, part 1, vol. 1, green cloth, Collier ed.
As I Remember Them, by Goodwin.
Wedges of Gold, by Goodwin.
Comstock Club, by Goodwin.
Campion & Co., 1313 Walnut St., Philadelphia
Anna Lombard, Cross.
Amazing Duchess, Pearce.
New England Trees in Winter.
Life and Letters of Phillips Brooks, Allen.
Three Boys in the Mountains, by Cody.
Woman's Way in Unknown Labrador, by Ellis, pub. by Doubleday.
C. W. Carter, 80 Beach Street, Bloomfield, N. J.
Cadell's Soul of Melicent.
C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
Napoleon Dynasty.
Gracian, Art of Worldly Wisdom.
Moore, Chiropadist's Therapeutic Manual.
Classified C. P. A. Problems, 1915.
Katterjohn, How to Write Mov. Pict. Plays.
Muecke, The Ayesha, in English.
Dumas, Camille.
Avalon, Serpent Power.
Fenner's Formulary, 13th ed.
Green, Destruction of Irish Industries.
Chamberlain Bros., Pittsfield, Mass.
Jurgen, by Cabell.
George M. Chandler, 75 E. Van Buren St., Chicago
Taylor (B. L. T.), Charlatans.
Taylor (B. L. T.), Pipesmoke Carry.
Taylor (B. L. T.), Well in the Wood.
Taylor (B. L. T.), Anything by him.
Cabell, Jurgen.
Petronius, Bohn Library.
Le Bon, Psychology of Peoples.
Melville, Omoo.
Wyatt (E. F.), True Love.
Wyatt (E. F.), Every One His Own Way.
Andreief, Red Laugh.
South Sea Books, viz.:
Stoddard, South Sea Idyls.
La Farge, Reminiscences of the South Seas.
London (Jack), South Sea Tales.
Grimshaw, In the Strange South Seas.
Grimshaw, Fiji and Its Possibilities.
Becke, Wild Life in Southern Seas.
Becke, Notes from My South Sea Log.
Rannie, South Sea Cannibals.
Dreiser, The Financier, 1st ed.
Melville, Moby Dick.
Glover, Life and Letters in Fourth Century.
Dimsdale, Vigilantes of Montana, 1st ed., 1866.
Courtship of Leonardi da Vinci.
Couch, Delectable Duchy.
Belcher, Mutiny of the Bounty.

BOOKS WANTED—Continued

W. G. Chapman, 118 N. LaSalle St., Chicago
Clark, Fly Leaves from a Fisherman's Diary.

Chemical Catalog Co., Book Dpt., 1 Madison Ave.,
New York

Hampson, W., Radium Explained.
Clarke, J. H., Radium as an Internal Remedy
Especially Exemplified in Cases of Skin Disease
and Cancer.
Larkin, Edward L., Radiant Energy.
Savidge, E. C. (M.D.), The Philosophy of Radio-
Activity or Selective Involution.
Hirshberg, L. K., The Action of Light as a Thero-
peutic Agent.
Lunge's Sulphuric Acid and Alkali, vol. 2.

The City Library Association, Springfield, Mass.

Barnes-Grundy, Hilary on Her Own, two copies.
Benson, Who Goes There.
Bubier, A.B.C. of Wireless Telegraphy.
Chisholm, Boss of Wind River, three copies.
Cole, Amateur's Wireless Handy Book, two copies.
Daskam, Open Market, two copies.
Davies, Road to Providence.
Haggard, Ayesha.
Hall, Richard N., Ancient Ruins of Rhodesia,
Methuen.
Taylor, What an Advertiser Should Know.

R. F. Clapp, Jr., 36 N. Pearl St., Albany, N. Y.
Bitter Sweets.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Butler's Solar Biology.
Clement, Handbook of Modern Japan.
Drake, Indian Activities, 1859.
Innes, Goldfish Varieties and Tropical Aquarium
Fishes.
Modern Language Journal, October, 1918.
Michigan Pioneer Collections, vols. 9, 11, 12, 22 and
27.
Stone, Life of Sir William Johnson.
Stanton, Dreams of the Dead.
Virginia Historical Collections, vols. 2 and 5 to 11.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Amateur Work, bound or unbound vols.
Prophecies of St. Columkill.
Hawley, Steam Engineering.
Cassell's Encyclopedia of Photography.
Magic, Hopkins.
Racinet's Polychrome Ornament, 1st series.
Lenox and Berkshire Highlands, Mallory.
Romance and Tragedy, Pioneer Life, Mason.
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Pocahontas and Her Descendants.
Richmond in Bygone Days.
Sanderson's Signers, set or latter vols.

Columbia University Library, New York

Briggs, S., The Essays, Humor and Poems of Na-
thaniel Ames, 1891.
Giddings, Democracy and Empire, Macmillan.

Cornell Co-operative Society, Ithaca, N. Y.

Beard, Daniel Carter Outdoor Handy book, Scribner.
Beard, Daniel Carter, What To Do and How to Do
It, Scribner.
The American Boy's Handy Book, Scribner.

Cossitt Library, Memphis, Tenn.

English Reprints, 157 volumes.
Humbolt Library of Science, vol. XIV.

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Life of Voltaire, by Parton.

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Danny's Own Story, by Don Marquis, 2 copies.

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S. Wilkes, History of Guy's Hospital, London, 1890.

E. P. Dutton & Co., 681 Fifth Ave., New York

Benson, Dodo's Daughter: Dodo.
Biographies and Engravings of Grand Masters, etc.,
of the Grand Lodge of Missouri from 1821 to 1900,
St. Louis, n. d.
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Clarke (M. G.), Sidelights on Teutonic History dur-
ing the Migration Period (Girton College Series
No. 31).
Dana, The Swiss Chalet Book.
Daniel, Scottish Gentleman in Swedish Army.
De Bourg, De Burgh, or Burg Family, Genealogy of:
Declaration of London, D. P. Co., 1911.
Dickens (Charles), Works, Riverside Ed., 1870, Pic
Nic Papers, Gadshill ed., pub. Scribner.
Drever (James), Instinct in Man.
Dring (T.), Recollections of the Jersey Prison Ship.
Drums of the Fore and Aft, 1898.
Dunlap (W.), Darby's Return, N. Y., 1787; Life of
William Guthrie, 1796; The Virgin of the Sun,
N. Y., 1800; The Italian Father, N. Y., 1810.
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Kaluza (Max), Short History of English Versifica-
tion, trans. by Dunstan.
Kipling, Day by Day, 1913; Kim, 1st ed.
Kurth (J.), Harunobu, 1910.
New York Illustrated Times before 1885.
New York Graphic, any vols.
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Davis, Ancient Landmarks of Plymouth.
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Davis, R. H., Farces.
De Vinne, History of Printing.
Fiske, John, Critical Period of Amer. Hist., 1888.
Gaylord, Glance, Culm Rock.
Goss, W. L., Jedd.
Gracie, A., Truth About Titanic, N. Y., 1913.
Guild, E. E., Universalist Book of Reference.
Gummy, Consecration of Eucharist.
Hawthorne, 1st eds., Scarlet Letter; Seven Gables.
Hind, Hist. Etching and Engraving.
Lancaster Co., Pa., Biog. hist. of, by Harris, 1872.
Locksley Hall, trans. by Eben. Phila., 1871.
Loomis, Travel and Art Study in Europe.
Lyons, Colonial Furniture.
MacHarg & Balmer, Blind Man's Eyes, Boston, 1916.
Martin, Dr. G., Chemistry and Its Wonders, N. Y.
Mason, A. M., Romance and Tragedy of Pioneer Life.
Mass. Acts, 1854, 1893.
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Morrison, Wartime History of Mass., 1783-1860.
Murray, Hugh, Encyclopaedia of Geography, rev. by Bradford, Phila., 1839, vols. 2 and 3.
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Norwalk, Conn., Hist. records of, by Hall, 1847.
Ozenchain, Handwoven Coverlets.
Potter, Mechanics of Faith.
Poulsson, Emilie, In the Child's World, Springfield, 1893.
Powell, R. Baden, Quick Training for War, N. Y., 1914.
Scott, Capt., Last Expedition of, 2 vols., 1st ed., colored illus.
Simms, J. R., Frontiersman of N. Y., 2 vols.; Eutaw; Foragers; Partisans.
Stroyer, Jacob, My Life in the South.
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Walker, Williston, Ten New England Leaders.
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Whitney, H. C., Life on Circuit with Lincoln.
Genealogies: Angell, 1872; Delano, Gen. Hist. of House of; Foote gen.; Fuller gen., vol. 1, 1908; Hunt, by Wyman; McCues of Old Dominion, 1912; Standish Family; Terry gen.; Darlington.
Brangwyn, Belgian, 1916.
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Prince Society, Champlain's Voyages, vol. 2.
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Tyler, Literary History of American Literature of Revolution, 2 vols. Putnam, 1897.
Gilbert Parker, The Savage.

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The Life and Letters of Charles Bulfinch.
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MacLeod, History of Catholicism in North America.

L. B. Herr & Son, Lancaster, Pa.

Life of Mary Russel Milford, ed. Rev. A. G. K. L'Estrange. Harper, 1870.
Agatha's Unknown Way, I. M. Alden.
Duhamel, Treatise on Calculus.

Walter M. Hill, 22 E. Washington St., Chicago
Revue Philosophique de la France, no. 11-12, Nov.-Dec., 1920.

LeGallienne, Richard, 1st eds.
Johnson, Lives of the Poets.
Huneker, 1st eds.
Journals or Diaries of the Adams Family.
Hamilton's Works, 9 vols. Putnam.
North's Plutarch, Tudor trans.
Emerson's Essays, 1st series.
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Morris, Gouverneur, Life and Letters.
Huxley, Agnosticism.
Mercantile Marine Atlas.
Hearn, Lafcadio, Interpretations of Literature, 1915.
Pitt, The Younger Rose.
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Book of Knowledge, vol. 19, Grolier Society, red buckram, torch on back, edition with preface by J. H. Finley, August, 1911.

C. S. Hook, Weymouth Apts., Atlantic City, N. J.

Session Laws and Acts of all States.
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De Vinne, Invention of Printing.
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Acadia Prisms, Dr. Bushwacker. Cozzens.

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American Journal of Urology and Sexology, Sept., 1919.

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 Lure of Tropics, Randolph Atkins.
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 Journal of Debates in Convention which Framed the Constitution of U. S., James Madison, 2 vols., Putnam's.
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 Wells, When the Sleeper Wakes, Harper.
 European War of 1914, Burgess. McClurg.
 Williams, Everyday Science, 11 vols., cloth, pub. Goodhue Co.
 Grimshaw, Beatrice, My Lady of the Islands.
 James Rogers of New London and His Descendants, by James Swift Riggers, Boston, 1902.
 Stockton, Closed Shop in American Trade Unions.
 The Prairie Flower, Emerson Bennett, 1849.
 Life of Gen. Custer, Whittiker, Sheldon & Co., 1877.
 McGuffey's School Readers, old series, about 1871, from Primer to Sixth Reader.
 The Greater Joy, Margaret Blake, Dillingham, 1912.
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Saltus, Perfume of Eros.
Saltus, Transaction in Hearts.
Saltus, Imperial Purple.

H. C. Murray Co., 699 Main St., Willimantic, Conn.
Historic Ghosts and Ghost Hunters, Bruce.
Mark Twain, set.

Newbegin's, San Francisco, Cal.
Armstrong, Introduction to the Study of Organic Chemistry, London, 1886.
Eder, Modern Dry Plate Emulsion Photography.
Shorthouse, John Ingelsant.
Harbottle and Hume, Dictionary of Spanish Quotations.
Testament of the Twelve Patriarchs, R. H. Charles. Macmillan.

New-Church Press, 108 Clark Street, Brooklyn, N. Y.
Substance and Shadow, Henry James; state price and condition.

New Jersey Zinc Co., 160 Front St., New York
Rayleigh, Theory of Sound.
Chemical Abstracts, vol. 1, nos. 2, 3, 12, 13, 14, 15.

Norman, Remington, Charles at Mulberry, Baltimore
Reed, North American Bird Eggs, D., P.

Norman, Remington Co.—Continued

Colegrove, Memory, an Inductive Study. Holt.
Bain, Tobacco in Song and Story.
Monzert, Practical Distiller.
Morton, Modern Yeasting and Distillation.
Bryn, The Comp. Pract. Distiller.
McKennie, Treatise on the Mfg. and Distillation of Alcoholic Liquors.

Ernest Dressel North, 4 East 39th St., New York

Adams, History of U. S., 9 vols.
Bartram, Travels.
Books on Oregon.
Brady, Young Sailor's Assistant, 1841.
Butler, The Way of All Flesh, first ed.
Cabell, Any Titles.
Caxton, Golden Legend, Dent.
Chapman, All About Ships.
Conrad, Autographed copies.
Dana, Seaman's Friend, 1879.
Dickens, A Strange Gentleman, 1837.
Fitch, Modern English Books of Power.
Forester, Warwick Woodlands, first ed.
Forester, My Shooting Box.
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Gilder, Grover Cleveland.
Gower, A Treatise on the Theory and Practice of Seamanship, 1800.
Hale, Six Stories and an Interlude.
Higginson, Concerning All of Us, first ed.
Howells, The Rise of Silas Lapham, Boston, 1885.
Hunt, Men, Women, and Books, 1847, 2 vols.
Irving, The Alhambra, 1832.
Irving, Knickerbocker's History of N. Y., 1809.
Irving, The Sketch Book, 1832.
James, What Mazie Knew, first ed.
Laing, Modern Science and Modern Thought.
Lever, Sheet Anchor, English edition.
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March, Webster and his Contemporaries.
Marshall, Silhouette by Browne.
Masfield, Reynard the Fox, first ed.
Masters in Art Series, 9 vols.
Maury, Life, by Corbin.
Munkittrick, The Acrobatic Muse.
Murray, Handbook of Spain, edited by Ford.
Nimrod, Life of a Sportsman, Appleton ed.
Osler, An Alabama Student, etc.
Paasch, From Keel to Truck, 1885.
Poe, The Raven, 1845.
Roosevelt, Wilderness Hunter, L. P., and other first editions.
Shakespeare, Sonnets, Copeland & Day.
Smith, Correspondence of Linnaeus, etc.
Stedman, Victorian Poets, 1875.
Sterne, Tristram Shandy, 2 vols., Mac.
Surtees, Sponges Sporting Tour, 8vo.
Waldstein, The Subconscious Self.
Washington, 100th Celebration of.
Wendell, Literary History of America, first ed.
Wendell, Man of Galilee.
Whitman, Burrough's "Whitman."
Whitman, Leaves of Grass, first and second ed.
Whitman, Memoranda During the War, first ed., Newark.
Wilde, Ballad of Reading Goal, first ed.
Youmans, Pioneers of Science in America.
Occult Bookshelf, 955 Eighth St., San Diego, Cal.
Barett's Magus or Celestial Intelligencer, 1801.
Worsdale's Celestial Philosophy and Doctrine of Nativities.
Zadkiel's Ephemerides, single years or bound vols.
Astrological Optics, Venice, Johann Reg & Johannes Angelicus.
Astrology Improved, a Compendium of the Whole Art, etc., London, 1655.
Chas. A. O'Connor, 21 Spruce St., New York
Americana.
Genealogy.
Ireland and the Irish.
Ohio State University Library, Columbus, Ohio
Shakespeare, Booklover's ed., 20 vols., set.
Old Colony Book Store, 406-15th St., Denver, Colo.
Sam Loyd and His Chess Problems.
Money, by James.
Confessions of a Young Man.

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Cook's Life of Florence Nightingale, 2 vols.

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Pictorial Half Hours with the Saints.
Sacred and Legendary Art, A. B. Jameson.
The Victims of the Mamertine, 2nd Series, O'Reilly.
Rider Haggard's Allan and the Holy Flower.
Ellisa & Black Hart, Heart of the World, Wizard.
Montezuma's Daughter, People of the Mist.

Oxford University Press, 35 W. 32nd St., New York
Frank Harris, Contemporary Portraits, 1st series.
Leigh Hunt's Poems, 2 vols., 1857.
Bibliography of Henry James, LeRoy Phillips.

Pearlman's Bookshop, 933 G St., N. W., Washington
Journal of American Society of Naval Engineers, Feb., 1916, and May, 1918, issues.
Mattingly, Outlines of Ancient History.
Scott, Scenes Beyond the Grave.
Bates, Escape and Suicide of John Wilkes Booth.
Hubbard, Journeys Great Men, new preferred.
Shoe and Leather Reporter Annual for 1917.
Coates, Samuel, Life of Steven Girard.
Opinions Attorney General, first 20 vols.
Reports Court of Claims, first 20 vols.
Hall, Mexican Mining Law.
Halleck, Mexican Mining Law.
Gamboa, Spanish and Mexican Mining Law.
Chism, Manual Mexican Mining Law.
Jackson, History (or Chronicles) of Georgetown, D. C.
Rosegger, God Seeker; also other titles.

Pettibone, McLean Co., Dayton, Ohio
Making a Business Woman, 2 copies.

N. A. Phemister Co., 42 Broadway, New York
Payne, The Child in Human Progress.

Pilgrim Press, 14 Beacon St., Boston
The Christian Minister and His Duties, Oswell Dikes.
St. Augustine and His Age, McCabe.
Background of the Gospels, Fairweather.
Religion and Worship in the Synagogue, Osterley.
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Peloubet's Suggestive Illustrations, any vols.
Peloubet's Commentary on Matthew.

Platonist Press, Box 42, Alpine, N. J.
Expositor's Dictionary of Texts, also Children's.

Powner's Book Store, 37 N. Clark St., Chicago
Joline, Rambles in Autograph Land.
Wharton P. Hood, On Bone Setting.
Paul Dubois, Contemporary Ireland, 1908, Baker.

C. S. Pratt, 16r Sixth Ave., New York. (Cash)
British Draught Player.
Gould, Problems and Games of Draughts.
Mitchel & McGeogan, History of Ireland.
Lang, A., Mystery of Mary Stuart.

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Jerusalem, George Adam Smith.
Landor, English Men of Letters Series, Macmillan.

Presbyterian Book Store, Sixth Ave. and Wood St., Pittsburgh, Pa.

Afterwards, Maclaren, John Watson.

Preston & Rounds, 98 Westminster, Providence, R. I.
Bell's Art Talks with Ranger.
Richard Folger Coffin, Old Sailors' Yarns.

Princeton University Library, Princeton, N. J.
Pfeiderer, O., Development of Rational Theology in Germany and Great Britain Since Kant, Macmillan.
Fleishmann, A. C., Metaphysics of Education, 1914.
Crees, J. H. E., George Meredith, a study, 1918.

Princeton Univ. Lib.—Continued

Taine, H. A., Philosophy of Art, trans. by Durand, Holt, 2 vols.
Stork, T. B., Will in Ethics, 1915.
Slosson, R. W., Fated or Free? Dialogue on Destiny, 1914.
Kellner, Leon, American Literature, trans. from the German, 1915.
Burton, F. R., American Primitive Music, 1909.

Publication Book Store, 427 Sixteenth St., Denver
Shakespeare, Furnace ed., Merchant of Venice.

Putnams, 2 W. 45th St., New York

Jefferson, Bible.
Tomlinson, Old Junk, numbered ed.
Lyell, Travels in North America.
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Nearing, Germs of War; Great Madness; Menace of Militarism.
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Fleming H. Revell Co., 158 Fifth Ave., New York
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Wilson's Birds, original ed.
Neale's English Homesteads.
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Savvan, the Seine, good copy.

Riker's Book Store, 302 Eighth St., Des Moines, Iowa
Natl. Geographic Magazine, March, 1920.
John LaFarge, Reminiscences of the South Seas.
Bronson, In Closed Territory.
Loti, Marriage of Loti, translation.

E. R. Robinson, 410 River St., Troy, N. Y.

Wilson, B., Through Silence to Realization.
Highways and Byways to Health.
Broughton, R., Cometh Up as a Flower.
White, Georgia Collections.
Campbell, History of Virginia.
Draper, Heroes of King's Mountain.
Ross, Theory of Pure Design.
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 Louise Becke, Stories of the South Seas.
 Tomlinson, H. M., Old Junk.
 Tomlinson, H. M., The Sea and the Jungle.
 Minor, C. L. C., The Real Lincoln.
 Dean, H. C., Crimes of the Civil War.
 Herndon and Weik, History of Abraham Lincoln, 3 vols., 1889.
 Stiles, History of Brooklyn, N. Y., 3 vols.
 The Revised Greek-English New Testament.
 Lawrence, The Rainbow.
 Eliot, C., Landscape Architect, 1903.
 Byrne, O., Equations.
 Garvin, J. W., Canadian Poets and Poetry.
 Town's Fourth Reader.
 English Translation of Mirifici Logarithmorum.
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 Salaman, Modern Woodcuts and Lithographs, The Studio, London.
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Ruebush-Elkins Company, Dayton, Virginia

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 Sacred Books of the East, vols. 32, 33, 46.
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 Patten, C. B., Methods and Machinery of Practical Banking. Bankers' Pub. Co.

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 Roberston, M., Masters of Men. Doubleday.
 Roosevelt and Others, American Waterways. Phila., 1908.
 Sterrett, The Power of Thought.
 Strickland, A., Tales from English History.
 Andrews, W. L., An English XIX. Century Sportsman and Bibliophile. Dodd, Mead, 1906.
 Arnold, Song Celestial.
 Brooke, S. A., Four Victorian Poets. Putnam.
 Brownell, W. C., French Art, large illus. ed. Scribner.
 Burgess, Political Science and Comparative Constitutional Law, 2 vols. Ginn. Latest ed.
 Butler, Dante, His Time and Work. Macmillan.
 Cameron, Comedies in Miniature. Doubleday.
 Church, Dante. Macmillan.
 Crane, Cinderella's Picture Book. Lane.
 De Soto, Journey of De Soto. Barnes, 1904. Trainmaker's Series.
 Du Cane, Flowers and Gardens of Madeira. London, Black.
 Figgis, J. N., Studies of Political Thought from Gerson to Grotius. Putnam.
 Gissing, Our Friend the Charlatan. Holt.
 Harker, His First Leave.
 Harris, F., Choice of Books, containing Essay on St. Bernard.
 Jackson, Goldsmiths and Their Marks.
 Jekyll, Old West Surrey. Longman.
 Lewis, M., Ethics of Wagner's Ring of the Nibelungs. Putnam.
 London, White Fang, illus. by Schoonover. Macmillan.
 Masters, E. L., Spoon River Anthology, 1st ed.
 McNab, J., The Clan Mac Nab. Edinburgh, 1907.
 Millais, Mammals of Great Britain and Ireland.
 Palmer, English Lakes. London, Black.
 Pillsbury, Figures Framed in Fiction. Rand.
 Poole, R. L., Illustrations of History of Mediaeval Political Thought.
 Poore, Pictorial Composition.
 Reynolds, Man Who Won. Brentano's.
 Scott, Texts of the Peace Conference at the Hague, 1899-1909, with English Translation and Appendix of Related Documents, latest ed. Ginn.
 Service Book Holy Orthodox Catholic Apostolic (Greco-Russian Church) trans. Hapgood. Houghton Mifflin.
 Snell, Handbook to Works of Dante. Macmillan.
 Taft, Present Day Problems. A Collection of Addresses, latest ed. Dodd.
 Taft, Presidential Addresses and State Papers, vol. 2 only. Doubleday.
 Waller, English for Italians. Brentano.
 Weitenkampf, American Graphic Art. Holt.
 White, First Hague Conference, latest ed.
 Anonymous, Gilbert K. Chesterton, A Criticism, Lane.
 Bible Text Encyclopaedia.
 Crane, Stephen, Blue Hotel, or volume containing.
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 Dickens, David Copperfield, cloth, Gadshill ed. only.
 Dickens, Life, by Forster, cloth, Gadshill ed. only.
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 Koralesky, S., Biography and Autobiography of Sonia Koralesky.
 Malquoid, Age of Oak, Putnam, cloth.
 Mainon, Autobiography of Salomon Mainon, Tr. by J. C. Murray.
 Mulford, Bar 20.
 Mulford, Bar 20 Days.
 Mulford, The Coming of Cassidy.
 Mulford, Hopalong Cassidy.
 Mulford, The Man from Bar 20.
 Proctor, The Great Pyramid, Longmans.
 Ross, Aubrey Beardsley.
 Wells, W. D., Explorations and Adventures in Honduras, Harper, 1857.
 Scruggs-Vandervoort-Barney, Olive St., St. Louis
 Progressive Arithmetic, Book 3, W. F. Nichols.
 Seattle Public Library, Seattle, Washington
 Ball, Art of the Photoplay.
 Besant, Rebel Queen.
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Lowell, Tendencies in Modern American Poetry.
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Winter, Gray Days and Gold.

Charles Sessler, 1314 Walnut St., Philadelphia
Lincoln Works, pub. by Putnam.
Herndon's Lincoln.
First editions of Cabell.
India Guide Book, Murray England.
The House of de Mailly, by Potter.
Britannica, 11th edition, India paper.
History of United States, Adams.
Walt Whitman, by Burroughs, 1867.
Leaves of Grass, second edition.

Hobart J. Shanley & Co., Inc., Burlington, Vermont
Quaint Epitaphs, by Stafford, pub. by Dewolf.

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Jungs, Analytical Psychology, last edition.
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Viardot, Italian Painting.
Jacobs, W. W., Chepstow Bay.
Strindberg, Historical Miniatures.
Greene, Charles Chauncey, The Nubian Slave, pub.
in N. Y. in the fifties, folio.
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London in Literature, pub. by Dutton.
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Hearn, Midsummer Trip to West Indies.
Hearn, Gombo Zhebes.
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Head, Notes on Hurricanes in the West Indies.
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Burry, Jamaica As It Is.
Felwick & Delaney, 20th Century Impressions of
the West Indies.

Guy C. Small, 7 Howland St., Roxbury, Mass.

Mosso, Dawn of Mediterranean Civilization.
Joyce, Archaeology of Central Amer. and West
Indies.
Twain, Tom Sawyer, first or early ed.
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C. Everette Smith, 1113 Story Bldg., Los Angeles, Cal.
London Art Journals, Virtue & Co., 1882 to 1913
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Salons, Goupil, 1880 to 1888, also 1897, English text.
Morgan, J. Pierpont, Catalogues of Bindings, Royal
English and French, also Early Printed Books.

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Lockwood, Colonial Furniture.
Grote's Greece, vol. 12.

G. E. Stechert & Co., 151 West 25th St., New York

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Brooks, Corruption in Am. Politics, Dodd.
Caffin, Appreciation of Drama, B. & T.
Commons, Proportionate Representation, Crowell.
Dawson, Matthew Arnold, Putnam.
Eliot, Caterpillars, Century.
Hutchinson, Report Trade Conditions of Brazil,
Dept. Commerce.
Jomini, Life Napoleon, 2 vols. and Atlas.
Keane, World's People, few copies, Putnam.
Reclus, Earth and its Inhabitants, set.
Risten, Molecules and Molecular Theory, Ginn.
Speaker, vols. 6 and 15, Hinds.
Steffens, Struggle for Self Govt., McClure.
Taylor, General Lee.
Twain, 1601 Conversation, as it was.

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French Historical Publications, period from 1840 to
1915, particularly about Lourdes.

W. K. Stewart Co., 44 East Washington St.,
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Gregg, How to Catch Some Fish on the East Coast
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H. Stone, 137 Fourth Ave., New York

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Students Book Shop, 30 Canal St., New York

Virgil, with trans. in Loeb Classics, pub. Putnam,
volume 1 or set of 2 volumes.

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P. Thompson, 59 West 139 Street, New York
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Lewis M. Thompson, 29 Broadway, New York
Delafield, Biography of Francis and Morgan Lewis.
English Notes, Boston Daily Mail Office, 1842.

Thoms & Eron, 34 Barclay St., New York
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U. of I. Supply Store, 627 S. Wright St., Champaign,
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Harper's Latin Dictionary.

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Rockhill Treaties with China.
Tarbell, Early Life of Lincoln.
McClure's Magazine for August, 1907.

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Report on the Sanitary Conditions of New York
City.
Citizens Association of New York, Appleton, about
1865.

T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.
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Dixon's Side of Life.
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pub. Doran.
Nesbit, House of No Address.
Nesbit, Incomplete Amorist.
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Jepson, Admirable Tinker.
Story of an Impressionist or Lost Impressionists,
pub. in 1913, author Van Gogh, pub. by Houghton
Mifflin.

F. E. L. Watson, 1337 Schofield Bldg., Cleveland, O.
Mahaffy, Greek Life and Thought.
Macaulay Works, 20 vols., Houghton Mifflin Co.,
subscription edition.
Savage, John, Picturesque Ireland.
Munsterberg, On the Witness Stand, also pub. as
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Bolton's & Marshall, U. S. from discovery of
America to 1789.

Rhodes, History of U. S. from Hayes to McKinley.
Hulm, Renaissance and the Reformation.

Colonial Records of Connecticut, vols. 2 and 3.
Cabell, Taboo.

Child's Book of Knowledge.
Newsholme, Vital Statistics.

Johnson, Art of Thomas Harding.

Proceedings of Church Council, either Latin or Eng.
Dante, Banquet in English.

Harper's Magazine, 1879.

Conway, Secret.

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